

THE MANUFACTURING CONFECTIONER

Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT. PRODUCTION METHODS. MATERIALS. EQUIPMENT. PURCHASING. SALES. MERCHANDISING

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IN THIS ISSUE

Proper Storage Conditions (Part III).....	Robert I. Clayton	14
Clarke Addresses Midwest Manufacturers.....		16
How to Feature "Specials".....	G. A. Eddington	17
N.C.A. Convention Dates Set.....		18
The Industry's Candy Clinic (Bar Goods).....		20
Clinic Calendar		21
Editorials		
Seizure Notices		22
Industry Directory Coming.....		22
News of the Supply Trade.....		26
Confectioners Briefs		29
The Reader Writes.....		34
Without Loss of Dignity.....	H. C. Thomas and O. F. List	37
Patents and Trade Marks.....		41
The Clearing House (Classified Advertising).....		44
Candy Andy's Raw Material Machinery Page.....		6
Advertisers' Index		50

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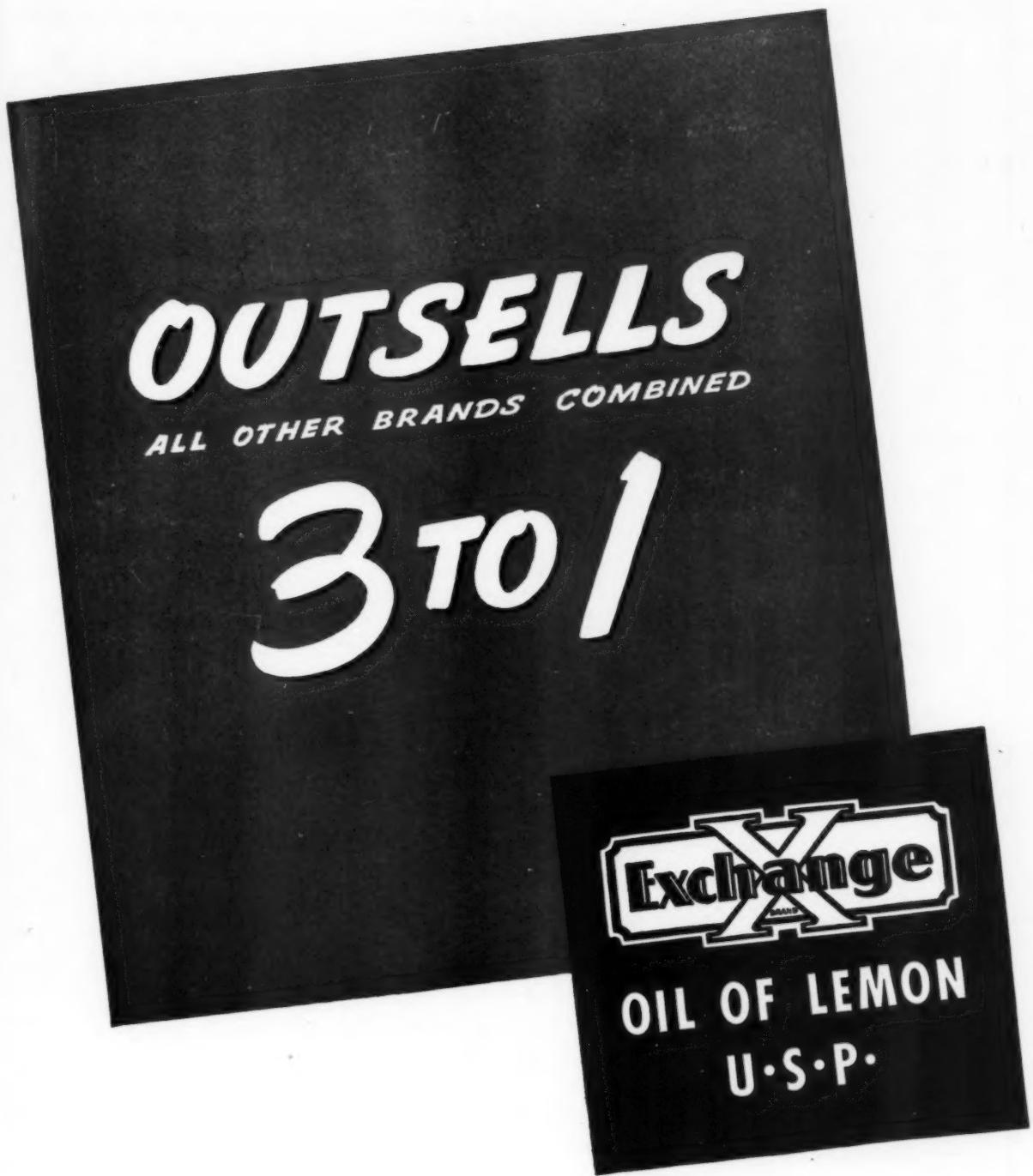
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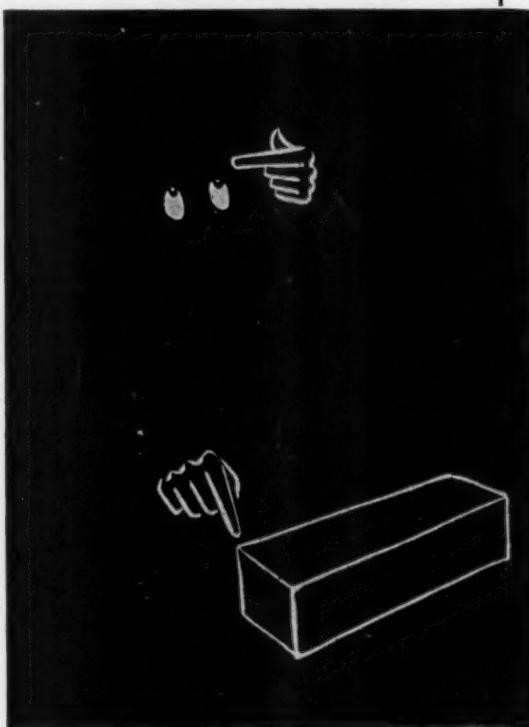
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for September, 1940

page 9



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OFF THE PUBLISHER'S CUFF

IT IS with regret that we learn of the death of Christopher Seymour Clark. A number of years ago he was associated with the NCA publicity and promotion in connection with the national advertising program. In recent years he has built up a successful Association of Counter Freezer Manufacturers.

Mr. Lowe, chief of New York office of the Food & Drug Administration, called up our New York office and said one of their field men had read the "Plant House-keeping" series running in the "M.C."—ran across the August issue in a candy plant in Philadelphia—and their other field man would like to have copies. This is one of several favorable comments received on this series.

Mr. Clarke, chief of the Chicago district of the Food & Drug Administration, recently told the meeting of Chicago-area manufacturers of some good and bad house-keeping practices in the candy plants. We had hoped he would make some helpful suggestions on how to be better housekeepers but perhaps the government only acts as a policeman now. Years ago they were very much interested in the control of insect infestation and other corrective measures connected with sanitation. Dr. Back of the Department of Agriculture contributed much to the knowledge of insect control and to the intelligent use of various fumigants; but those departments which did extensive research on manufacturing problems were given restricted budgets in favor of the alphabetic jumbles.

It was my privilege to go through the Wallace & Company plant in Brooklyn recently. There, housekeeping is at its best, with clean workmen who take pride in clean machines. In a factory where so many hundreds of items are made the problem is especially complicated. Mr. Gianini, superintendent, was my guide. Superintendents of his ability have contributed more than is realized to the successful production of a perishable product. Mr. Gianini's handbook "Chocolate-Coating Candies by Machine" is in the hands of many workmen all over the world. Copies have been ordered by subscribers in Canada, Australia, Belgium, New Zealand, Denmark, England, Ireland, Cuba and every state in the U. S. Yes, THE MANUFACTURING CONFECTIONER is world-wide in its interests and its influences.

Just one instance of where this little booklet has corrected trouble experienced by a retail manufacturer. This retail manufacturer who has several stores was having trouble with the chocolate coating and in reading the book carefully, found that they had not watched their temperature carefully enough in the cooling tunnels. They made the proper adjustment and it has eliminated the difficulty.

A new streamlined hand dipping operation has been perfected in a MidWestern plant. We will have a story on it in an early issue.

—P.W.A.

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THE MANUFACTURING CONFECTIONER



CANDY PLANT HOUSEKEEPING (A Series)

PROPER STORAGE CONDITIONS

By ROBERT I. CLAYTON

PART III

In recent years much has been written on the subject of fumigation as a control for storage and other food pests. The idea that fumigation is the one easy way to get rid of insects appears to have become rather general. Some authorities go so far as to maintain that this is the only way in which such pests can be reasonably controlled. Others advise fumigation in a more or less hopeless spirit, accepting the insects as something which cannot be controlled by natural or biological means.

That fumigation can be used as a very definite check upon insect pests cannot for one moment be disputed. Fumigation has recently been studied and perfected to such an extent that the ideal of "100% kill" can be confidently hoped for and obtained. Dosages, times and conditions of fumigation have been worked out to a nicety. Great advances have also been made throughout the world on the types of gases used for this purpose. The older and dangerous gases such as hydrogen cyanide, sulphur dioxide and carbon disulphide have largely been

supplanted by fumigants less dangerous from the points of view of toxicity to human beings, chemical effect, or fire hazard. These new fumigants, although reasonably safe to the operators, are sufficiently lethal to all forms of insect life, and have been proved to be without deleterious effect on many substances both in the raw state and as manufactured and ready for sale.

This is the case for fumigation. But on the other hand, should fumigation be necessary?

The insects commonly associated with foodstuffs and stored products are not part and parcel of these substances. In most cases they attack the raw materials only after these have been harvested, and the attack usually has its beginning during the drying stage which is practically essential with products such as cacao beans, nuts and dried fruits, all of which are intended for use at a later date. Subsequent to such preparation for market, infestation can occur at any later point, unless sufficient precautions are taken. Stored-products pests are prevalent all over the world, and are more or less cosmopolitan in appetite, changing from one stored product

to another as the opportunity occurs, shipping warehouses, factory warehouses and stockrooms, wholesale warehouses, and shops are all danger points where insect infestation of foodstuffs can occur.

Any system such as fumigation is necessarily only an emergency measure and will never strike at the root of the problem. The insects concerned can infest the goods at any and every stage during production and storage. Fumigation is therefore not a basic remedy as it only kills off the insects at any one stage, leaving the goods subsequently open to reinfestation. Furthermore the detritus, webbing, excreta and dead insects remain in the goods and are very difficult to remove. The goods have merely become a cemetery instead of a menagerie. The unorganized use of fumigation is open to other objections. Where, as at present, there is no control over the number of fumigations, the material may be fumigated in the country of origin, and again on arrival at the factory, just prior to production, after manufacture, and before distribution. At each of these points, goods can be subjected to fumigation, with no attention being paid to the possible cumulative effects of the various gases which can quite legally be employed.

Only after the closest cooperation between everyone concerned with the goods, be he grower, broker, manufacturer, or distributor, can any general diminution of infection be looked for. It is essential that the material be isolated from insect attack throughout its progress from the tree or plant to the consumer's table. This necessitates a very thorough clean-up all round. Stores, shops, warehouses, ships, etc., i.e. all infective points, must be cleaned, and rigorously and regularly inspected by competent persons. Goods which are at all badly infested should be refused admittance to the country, while goods containing dead insects and detritus should be valued at a considerably lower figure than those that are clean and sound.

Cleanliness with respect to insect control under storage conditions involves the frequent clean up and disposal of accumulations, old lots and foreign material, that may harbor and support insect pests of products stored nearby. When a lot is moved or used up, the space it occupied should be cleaned. Before a new lot is stored, the space it is to occupy should be thoroughly inspected. In this connection the best weapons are brooms, air-pressure hose, and vacuum cleaners. As regards the latter, there are now on the market very well designed industrial vacuum cleaners, which facilitate cleaning in an unusual degree. Once every year, the cleaning should be followed by a thorough painting that will fill all cracks where pests may hide. If the paint is applied with an air brush, it will fill all cracks so that the surface can be cleaned easily.

Two Types of Insecticides Used

As careful cleaning cannot always be followed by heating or fumigation, it is often desirable to use a spray or other form of insecticide. There are two distinct types of insecticide in general use. The first utilizes the lethal effect of some poisonous substance which can be communicated to the food-canal and stomach of the insect. The second type takes advantage of the peculiar breathing system common to all insects. Along the sides of the body there are numerous pores (spiracles) through which the insect obtains its air supply. If these spiracles are covered with a layer of oil or if the passages are blocked by dust, the insect dies. Sometimes these two methods are combined and used together. This system of

control is exemplified in sprays, insect powders and poisoned baits.

Various sprays on the market are efficient contact insecticides, that is, they kill insects where they actually come in contact with them. Most of these sprays are composed of pyrethrum extract in a base of kerosene or a similar light petroleum oil. Some sprays, however, are non-inflammable and one of the best of these is the following:

77 fl. ozs.	Ethylene "Dichloride"
26 fl. ozs.	Carbon Tetrachloride (technical)
6½ fl. ozs.	Oil Extract of Pyrethrum (20 lb. grade)
1 fl. ozs.	Oil of Wintergreen (Sweet Birch)
½ fl. oz.	Rosin Oil

Contact sprays are good only for insects flying around or located on a surface that can be sprayed. They are used in warehouses that cannot be fumigated or properly cleaned, but where insects may be hiding in cracks or on the walls at clean-up time.

Some sprays have a strong odor that may to a certain extent repel insects. However, the odor of insecticides must be carefully considered before using with a delicate article like cacao beans, the aroma and flavor of which are so important. Whatever is used, not the slightest trace of the insecticide should be left behind after treatment.

Contact sprays are used most efficiently in movable and stationary sprays, which derive their power from an electric motor, an air-line or a steam-line. They are used for killing insects with the foggy spray or for driving the fine spray into cracks, underneath machinery, and into places hard to reach with ordinary equipment.

Fumigation

A fumigant differs from other types of insecticide only in that it is gaseous during its effective period, and the insects must breathe in a certain dose to be killed. The gas must be strong enough and confined long enough to provide a killing dose for the insects.

The situations for which fumigation is used may be divided into four classes:

- 1) General or large-scale fumigation of warehouses and other types of buildings.
- 2) Bin fumigation for stored foodstuffs.
- 3) Vault fumigation at atmospheric pressure for bag sterilization and treatment of returned goods.
- 4) Vacuum fumigation for the treatment of highly absorptive baled and packaged goods, and the rapid handling of perishable products.

A vault for atmospheric fumigation may be built relatively cheaply as long as it is tightly made of non-porous material. It should be arranged for handy loading and unloading. It should be furnished with fans for circulation of the gas during the fumigation, and for evacuation of the gas at the end of the treatment. It may be equipped with appropriate connections for gas-cylinder attachment, as well as pressure gauges and thermometers for the proper control of gas concentration and temperature. If a liquid fumigant is used, it should be sprayed into the vault.

Vacuum Fumigation

In vacuum fumigation, a heavy steel vault capable of withstanding considerable external pressure is filled with the commodity to be treated, the air is pumped out, and the fumigant is introduced in place of the air. By this method the gas penetrates the commodity much more rapidly and the insects are made more susceptible to the

gas. Because of the speed with which penetration takes place, the period of exposure can be reduced and valuable time saved in handling. Whereas 12 to 24 hours exposures are common in atmospheric vault fumigation, vacuum fumigations are often for only 90 minutes.

Regardless of the special conditions relative to each space being fumigated, the effectiveness of a fumigant depends largely upon its specific toxicity for the kinds of insect involved, the amount of fumigant used, the time it is allowed to act, and the temperature of the fumigation. The more fumigant used, the shorter the time of contact required to get results. On the other hand, the longer the fumigant can be kept in contact with the products being fumigated, the more likely all insects will be killed.

High temperatures have a marked effect in increasing the toxic action of an insect fumigant. Fumigation vaults should be equipped with heaters. At lower temperatures, however, absorption is increased. Hence temperature is important aside from its relation to the toxicity of the fumigant or the activity of the insects being fumigated. At higher temperatures, less fumigant is made ineffective by absorption in the product.

The dosage of fumigant used must be great enough to provide a toxic dose after the product has taken up all it can. Various products differ in their capacity for absorbing gases. Nut meats and other food products rich in fat absorb large quantities of fat-soluble gases, whereas products high in water content will absorb water-soluble gases. Products such as cocoa take up large quantities because of their fine state of comminution, but they can be aired quickly if spread out in a thin layer or sifted. Heating drives off absorbed fumigants rather rapidly. One advantage of using a vacuum chamber is that the fumigated product may be subsequently air-washed as many times as is necessary to get rid of traces of the fumigant.

In case much fumigation is to be done, it is well to obtain the literature relative to several fumigants so that the one best suited to the needs of the individual may be obtained. Fumigants to be considered are hydrocyanic acid, chloropicrin, methyl bromide, ethylene oxide and its mixtures with carbon dioxide ("Carboxide"), ethylene "dichloride" and ethylene "dichloride"—carbon tetrachloride mixtures.

Entoletion

There remains for consideration a comparatively new method of dealing with the control of insects by an electrical treatment. This method involves the passage of the material to be treated through a high-frequency, high-potential field of electricity in a machine called an Entoletor. As the electricity passes through paper with little interference, it is possible to do away with all danger of having insects enter the material, between the time of sterilization (by heat-treatment or other means) and the sealing of the packages, by exposing the finished sealed packages on a continuous conveyor belt. This electrical treatment appears to be giving satisfaction in packaged cereal products (reference G. E. O'Brien) and there appears to be no reason why it should not work as well with the products of the confectionery industry. No doubt the presence of foil wraps, etc., may complicate matters, but the electrical method offers considerable hope for the future of insect control.

Reference

O'Brien, G. E., 1940, Complete Product Protection Tested and Approved, (*Food Industries*), May, 1940, p. 54.

Clarke Addresses Chicago Manufacturers

At a luncheon meeting called by the N. C. A. and held at the LaSalle Hotel, Chicago, September 4, Chicago area manufacturers were addressed on the subject of plant sanitation by J. O. Clarke, chief of the Central District, Food and Drug Administration. About 80 attended the meeting and heard Mr. Clarke read excerpts from reports of Food-Drug Administration inspectors who have visited in the neighborhood of 40 candy plants and made approximately 100 seizures in the year since the Act went into effect. Several of the reports indicated reprehensible sanitary conditions in un-named factories, whereas some also reported excellent conditions and good housekeeping habits.

In suggesting how manufacturers carry on their sanitation campaign, Mr. Clarke called attention to five conditions where special care and vigilance must be kept at all times. The first of these is rodent infestation. He cited several cases where reports of investigation showed indications of rodent infestation and mentioned others where inspectors had found a systematic program of extermination in operation. The second point mentioned by Mr. Clarke was the attitude taken by the Administration in cases of use of returned goods for manufacture of so-called "second grade" candy. He condemned this practice on the basis that returned candy is filthy, contaminated and often spoiled and in most cases it is practically impossible to eliminate the contaminating factors.

On the subject of scrap, Mr. Clarke made a careful distinction between properly handled scrap and mis-handled scrap. There is no objection to the re-use of scrap where this has been well taken care of in the manufacturing process which produced it. However, where scrap has been carelessly handled, said he, it is little better than filthy returned goods in the manufacture of candy for public consumption.

Mention of raw sugar for making certain types of candy was made in one of the inspectors' reports. Raw sugar as it is received in this country from the point of origin, is not fit for use, as is, in candy, said the speaker. It was never intended to be so used, and the Administration will invoke its powers under the Act where manufacturers are found to be so using it. Finally, the whole subject of insect infestation was mentioned in a general way by Mr. Clarke, who called upon the audience to check their own plants and those of their neighbors so that the Candy Industry may receive a clean bill of health by the Administration's inspectors.

Thus far, said the speaker, clean-ups have followed immediately upon reports of unsanitary conditions by the inspectors. Nevertheless, the policing of the food industries by the government is costing manufacturers a large sum of money and they may as well comply with the law in all its phases. The consumer is more concerned, said Mr. Clarke, over the presence in a product of filth or its production under unsanitary conditions than in the possibility of being cheated, short-weighted, or harmed as a result of injury from a foreign material in food. Hence, it is just good business for the candy industry to give special attention to the sanitary conditions in its plants and in the materials used for its products.



THE Manufacturing RETAILER



HOW TO FEATURE "SPECIALS"

By GEORGE A. EDDINGTON

GREETINGS! It has been quite a while since we've had the opportunity for a little chat about subjects and problems of interest to the retail candy manufacturer. These summer months are about as conducive to profound and profitable thinking (or writing) as they are to big candy volume. But now that the Fall production season has started, we all feel more like getting down to brass tacks again.

Speaking of volume, there are a great many things to be said about the retail manufacturer in the volume picture. Many things have already been said and some right in this column, such as, for instance, the retail manufacturer's sacrifice of his birthright, quality, for the sake of volume. We needn't go into that here again. However, contrary to the impression which our previous remarks on volume may have given, we know and believe that there is a place for volume even in the retail manufacturer's sphere of activity.

We reiterate that there must not be too much of a desire for volume on the retail manufacturer's entire line. Most retail set-ups make such a condition impossible, and it is a vain endeavor to try and get it, regardless. We are thinking now of the set-up embodying only a few stores, or even only one chain store. In chain systems incorporating a dozen or more stores you have an entirely different picture, of course.

Let us confine ourselves, in this article, to a contemplation of the volume possibilities in the organizations having one or more stores, up to 10. In the entire candy line offered by such organizations, there are several items which lend themselves to merchandising as "specials." These are the items on which even a single-outlet set-up can obtain volume in excess of that normally expected. If you try to get volume on the entire line, you may sacrifice some of the extra little niceties which small-scale production permits you to build into your candies and which, as I have said, are the retail manufacturer's chief stock in trade.



George A. Eddington

Plan Ahead for Your "Specials"

In planning specials, the retail manufacturer should consider the various seasons and "candy days" which are coming from now up to the first of next year. Take down that calendar and go through each week, picking out these days. Then check with your local newspaper or Chamber of Commerce to learn about special events which are scheduled locally in your city or area. Armed with these dates, you now have something of a schedule upon which to plan your own production calendar of "specials." If my own experience is any criterion, you should have, besides the most obvious holidays, from a dozen to 20 additional days when some event locally or state or area-wide or even nationally gives you an excuse to put on a candy special. These dozen or 20 days should

be sufficient to bring you right up into the heavy pre-Christmas candy season.

If you want volume, you must forego variety. It would be physically impossible to feature your entire line on every one of these days. You must plan one, and not more than three, lines for every one of these feature days. My own opinion is that if you stick to one for each day, you will be far ahead both as to the actual production of the candy as well as in your merchandising. But of course, you must try to have this one line so universally appealing that people's distaste for certain numbers does not work against your promotion plans. If you are the cautious type, and I suppose most of us are, it might be well to have a secondary line ready in lesser volume, to catch those customers who may not be interested by the number we are promoting on a certain day.

I believe most smaller retail manufacturers will agree that their store windows are their best advertising. In making plans for "specials," then, it is well to give some thought to the window and counter dressing through which each one of these specials is going to be featured when the time comes. If you are also an advertiser in the newspapers, you will want to plan the ads you are going to use with and for each candy days you feature. Each window ought to have a distinctive feature for each type of candy offered as a special. By the same token, each ad ought to bring out a distinctive theme for each candy so advertised.

Finally, you should plan the actual production work on these specials. I believe it is best to set a certain day in the week when you are going to do nothing else but make this "special" candy. Maybe you will even have to set aside two days for this. Whatever the case may be, side to this schedule religiously, weather and other conditions permitting, of course. You have five other days to keep your regular lines stocked and if your work is organized properly and you have sufficient help, there's no reason why you can't hold to a rigid schedule for producing the specials.

Take Special from Line After Sale

Now, just one word about merchandising these specials and then we'll talk about a few items which are seasonal at this time of year and lend themselves nicely to promotion as "specials." This is that word: Once you have featured a certain type of goods as a "special" for a certain day at, say, 39c a pound, remove this item from your stock for a couple of weeks. Don't put it back into the line at 60c the pound when your "sale" is over, and don't hold it in the line forever at 39c. A "special" is a special only for the period for which it is planned. If you hold it there longer, you ruin the whole effect of this merchandising plan. If you put the goods back into your line immediately at 60c or some other arbitrary, higher figure, customers will think you are charging an exorbitant price, not realizing that this always was the regular price and that they got a bargain on it yesterday. If you feel this is a good regular number, put it back into the line a couple of weeks after it has been featured as a special.

At this time of year when the weather is beginning to cool off a trifle, people are beginning to want candy they can "put their teeth into." That means nut candies, chewy candies, and candies harmonizing in color and texture with the Fall season. People like to see these in the stores at this time of year. Cracked toffees are a fine special for late September. Also, nut toffees. Here's a recipe for Nut Goodies that may come in handy: 12 lb.

September Special

Washington Toffee

10 lb. Sugar
10 lb. Corn Syrup
10 lb. Brown Sugar
3 lb. Butter
2 gal. Cream
2 oz. Salt

Flavor: Vanilla or Rum

Cook approximately 260° F. Pour out on slab and spread to about 3/8 in. thickness. This is cut into sheets and stacked up with wax paper between the layers. Should be cut before cold. When cold, crack up the sheets with a mallet, and display the candy in these rough, cracked pieces.

corn syrup; 8 lb. sugar; 7 lb. blanched peanuts; 2 lb. almonds; 3 lb. blanched Brazils; 5 lb. cashews; 3 lb large pecans; 1 lb. butter; and 2 oz .salt.

Put the sugar and corn syrup on to cook in 5 gal. water. Bring to boil and then add peanuts and almonds. When the batch is coming up, add cashews and Brazils. Your temperature will be about 280° F. at this point. Now add the butter. When the batch gets to about 300° or 305°, put in the pecans and keep cooking only long enough for the pecans to heat through. Pour out on well greased slab and spread out thin. Turn over. If you have spread this thin enough, it will break up itself when you take it off the slab, and the candy can be featured just as it breaks naturally.

This is a fine time of year to sell this type of candy. Sponge toffee is also good. Another good early Fall item is butterscotch wafers. Be sure you get good coloring in these Fall candies. If they have a "milky look, they lose their appeal.

N.C.A. Convention

Set for June 2 to 5

According to an announcement received September 6, from the office of the National Confectioners Association, the tentative dates for the 58th Annual N. C. A. Convention have been set for June 2 to 5, 1941. The Palmer House, Chicago, is the site.

Edward J. Noble, former Chairman of the board and president of Life Savers, Inc., Port Chester, New York, has resigned from the U. S. Department of Commerce and will seek the Republican senatorial nomination in Connecticut. It is reported he will seek the seat of Senator Maloney, Democrat, whose term expires in January.

The total poundage candy sales reported by all types of houses during June, 1940, increased 1.5% over June, 1939, but compared with May, 1940, there was a decrease of 21.1%. The average value for all types of houses combined was 14.4 cents during both June, 1940, and June, 1939, and 14.9 cents in May, 1940. General line houses showed an increase of 0.1 cents while bulk goods showed no change. Package goods houses decreased 4.2 cents, bar goods houses decreased 0.4 cents, and unclassified houses decreased 1.5 cents.

TECHNICAL ABSTRACTS

Coagulation of Milk Caused by an Enzyme of the Cacao Bean

Vilhelm Vilstrup and Joergen Bielefeldt. *Bull. officiel office intern. cacao chocolate* 10, 3-8 (1940).

THE CACAO BEAN contains an enzyme with a rennet or milk-coagulating effect. In the dry state it withstands heating to 120-140°C. and is therefore to be found in cooking chocolate and cacao powder. It is insoluble in fats, water, primary alcohols and acetone, but dissolves in 50% glycerol. Optimum activity is at 65°C. and pH below 6.3. Upon heating cacao powder or cooking chocolate in suspension in water, the enzyme is destroyed at 80°C.

The Identification of the Cacao Fat by the Method of L. Hoton

F. Olivari, C. Mantovi, and E. Turco. *Lait* 19, 785-98 (1939).

THE VALUE: Soluble volatile acids times the refractive index of the insoluble volatile acids divided by the insoluble volatile acids multiplied by 10 serves to indicate the addition of cacao fat to dairy butter. When this value is 20 or above, pure butter is indicated; when the value is 15 or lower, addition of cacao fat to the butter is indicated. The method is said to be useful in detecting the presence of cacao fat in cheese . . . Don't tell us that's what the chocolate refiners have been doing with their surplus cocoa butter!

Vitamin Content of the Germ Oil of Theobroma Cacao L.

K. H. Wagner and L. Seber. *Bull. officiel intern. cacao chocolate* 9, 147,149 (1939) (In German).

THE GERM OIL of the cacao bean possesses vitamin A activity equal to 825-1400 international units per 100 grams . . . what happens to this in the course of normal chocolate refining?

Maple Syrup

Elmer R. Tobey. *Maine Agr. Expt. Sta., Official Inspections Bull.*, 171, 159-62 (1939).

MAINE Agricultural Experiment Station reports that analyses made last year on 81 commercial brands of maple syrup showed sucrose contents ranging from 50.89 to 71.1 percent, which leaves something to be desired in the way of uniformity. The average sucrose content was 66.5 percent. In spite of the government's drive on lead, 11 of the samples examined contained in excess of 0.02 grains per lb. of lead.

Physical and Chemical Properties of California Honeys

J. E. Eckert and H. W. Allinger. *Calif. Agri. Exp. Sta., Bull.* 631, 3-27 (1939).

FROM THE California Agricultural Experiment Station comes the report of analyses of 37 different honey types characteristic of California. (This is just in case you thought that all California honey was orange honey!) The Abbe' refractometer is said to give fairly accurate results for moisture, solids, and weight-per-gallon determinations. Since 2.6% of the natural honeys of California were found to exceed the Federal standard of 0.25% ash, a plea is made for higher tolerance to prevent discrimination against California. "Honey dew" honeys are made by bees from the sugary exudates of certain trees and insects (aphids) and are not to be confused with true floral honeys from which they cannot be distinguished by analysis. The flavor and color of such products are notoriously poor. They are used principally by the baking trade and should be avoided by quality-conscious confectioners.

Flavoring Characteristics of Individual Cacao Varieties

P. A. Lucas and I. A. Gould. *Michigan Agri. Exp. Sta., Quart. Bull.* 22, 17-17 (1939).

THIS BEING a busy life for Agricultural Experiment Stations,

we find Michigan conducting an investigation into the flavoring characteristics of individual cacao varieties . . . No, dear reader, Michigan has no idea of going into cacao production . . . Michigan's concern is with the quality of cacao products designed to be used by the dairy industry. They conclude that the ash and fat contents of such products are fairly similar but that there are marked differences in pH value. In general they find that the stronger varieties of cacao beans having a chocolate flavor of the bitter type are preferred.

The Biochemistry of Figs

A. K. Salkova. *Sovet. Subtropika* 1938, No. 10, 48-9; *Chimie E industrie* 42, 563.

OF THE VARIOUS TYPES of dried figs, sun-dried are the best. Sun-drying is least injurious to the flavor of the fruit. It is useful to fumigate the fruit with sulfur before drying in order to prevent acidification. The sugar content of figs, contrary to belief, does not increase with age; it depends only on the amount of sunlight to which they were exposed, degree of ripeness, etc.

Ion Absorption by Pectin

Glenn H. Joseph. *J. Phys. Chem.* 44, 409-11 (1940).

ADD SCIENTIFIC CONTROVERSIES: To the claim of Scientist Spencer that Scientist Tarr's data on the role of acids in fruit jellies showed that pectin carried a negative charge in solution owing to adsorbed anions, and that pectin does not possess a buffer action in acid solutions, comes the charge from Dr. Joseph of the California Fruit Growers Exchange that Spencer's contention is based on a mathematical error in the interpretation of Tarr's data. Joseph's data show a definite adsorption of hydrogen ions during the process of pectin gel formation with both apple and citrus pectins.

Effect of Air Film on Emulsification

Irene S. Hall and Elsee H. Dawson. *Ind. Eng. Chem.* 32, 412-20 (1940).

MANY OF THE problems of the candy industry are those which pertain to emulsification. Usually ignored is the effect of air film on emulsification . . . It is now reported that oil-in-water emulsions of sesame oil and fresh egg yolk are improved in stability, consistency and homogeneity by introducing the oil beneath the surface of the emulsion. This procedure should prove useful in confectionery applications.

Carbohydrate Degradation by Mouth Organisms II. Yeast

L. S. Fosdick and G. D. Wessinger. *J. Am. Dental Assoc.* 27, 203-12 (1940).

A STUDY is long overdue on the comparative effects of various sugars in promoting or retarding dental decay . . . The yeasts of the oral flora produce hexose phosphates and phosphoglyceric, pyruvic and lactic acids from glucose (dextrose), and may be a factor in decalcification of tooth enamel. 22 references.

Physiologically Active Flavoring Substances in Nutrition and the Possibility of Chemically Showing Their Presence

W. Diemair. *Atti X^e congr. inter. chim.* 4, 494-517 (1939).

THE FLAVOR of baked or roasted foods (and presumably caramels and similar products of the confectionery industry) is said to be largely due to the formation of histidine bases from the decomposition of proteins. Formation of the maximum amount of these bases depends on the temperature, which varies for different products. Beyond this optimum temperature the amount of histidine base falls rapidly.

Choice of an Emulsifying Agent for the Preparation of Oil Emulsions

A. A. Gellerova. *Farm. Zhur.* 12, No. 1, 2-6 (1939).

SODIUM CASEINATE is recommended as an emulsifying agent for the preparation of oil emulsions. In 5 day shelf tests this material proved to be the best of all emulsifying agents examined, both from the point of view of homogeneity and stability. The oil droplets measured on the average, 2.34 microns.



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus avail-ing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

BAR GOODS

CODE 9A40

Chocolate Coated Coconut Cake —2 ozs.—5c

(Sent in for Analysis No. 4393)

Appearance of Bar: Good.

Size: Good.

Wrapper: Foil, printed in orange and blue.

Coating:

Dark: Good.

Center: Vanilla coconut paste.

Color: Good.

Texture: Good.

Taste: Lacked flavor.

Remarks: Bar is good eating but needs considerable more vanilla flavor. Suggest some coarse coconut be used instead of all fine.

CODE 9B40

Vanilla & Chocolate Walnut Fudge Bars—1½ ozs.—5c

(Sent in for Analysis No. 4391)

Appearance of Bar: Good.

Size: Good.

Wrapper: Cellulose wrapper printed in blue and white.

Color: Good.

Texture: Tough.

Taste: Good.

Remarks: Bar is entirely too tough for a good fudge bar, not up to the standard of some fudge bars on the market. Suggest more corn syrup fondant be used in the batch, this will help to give the right texture.

CODE 9C40

Coated Peanut Fudge and Caramel Bar—2 ozs.—5c

(Sent in for Analysis No. 4392)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine, printed in brown, red and light yellow.

Coating:

Light: Fair.

Center:

Peanuts: Good.

Fudge: Too hard.

Taste: Good.

Caramel: Good.

Remarks: Suggest a better coating be used as it spoiled the taste of the bar. The fudge center was cooked too high. If center was softer it would help the eating qualities of the bar.

CODE 9D40

Milk Chocolate Coated Peanut and Fudge Bar—1½ ozs.—5c

(Sent in for Analysis No. 4395)

Appearance of Bar: Good.

Size: Good.

Wrapper: Foil, printed in gold and blue.

Coating:

Milk: Good.

Center: Vanilla fudge.

Color: Good.

Texture: Good.

Flavor: Good.

Remarks: A very sweet and rich tasting bar. The consumer prefers a bar that is not too sweet.

CODE 9E40

Pecan Toffee—7/8 ozs.—5c

(Sent in for Analysis No. 4396)

Appearance of Bar: Good.

Size: Good.

Wrapper: Foil, printed in brown and buff.

Coating:

Milk Chocolate: Good.

Center:

Color: Good.

Texture: Good.

Taste: See Remarks.

Remarks: Bar is well made, but center had an off taste, either the nuts or fat were old or slightly rancid.

CODE 9F40

Almond Toffee Bar—1 oz.—5c

(Sent in for Analysis No. 4397)

Appearance of Bar: Good.

Size: Good.

Wrapper: Foil, printed in purple and orange.

Coating:

Milk chocolate: Good.

Center:

Color: Good.

Texture: Good.

Taste: Good.

Remarks: A good eating toffee bar. Suggest larger pieces of nuts be used.

CODE 9G40

Whip Bar—1¾ ozs.—5c

(Sent in for Analysis No. 4399)

Appearance of Bar: Good.

THE MANUFACTURING CONFECTIONER

Size: Good.
Wrapper: Foil, printed in purple.
Coatings: Good.
Center:
Color: Good.
Texture: Good.
Taste: Good.
Remarks: A very good eating bar and well made.

CODE 9H40

Nut Bar—1 oz.—5c

(Sent in for Analysis No. 4400)

Appearance of Bar: Good.
Size: Small looking.
Wrapper: Foil, printed in orange, blue and purple.
Coating:
Milk chocolate: Good.
Center: Light chocolate paste and nuts.
Color: Good.
Texture: Good.
Taste: Good.
Remarks: This is a good eating bar and kind that the Clinic has examined in a long time. Most bars of this type have a strong fat or oil taste.

CODE 9I40

Crispy Nut Roll—2 ozs.—5c

(Sent in for Analysis No. 4394)

Appearance of Bar: Good.
Size: Good.
Wrapper: Foil, printed in blue and white.
Coating:
Dark: Good.
Center:
Color: Good.
Texture: Good.
Taste: Good.
Remarks: This is a good eating bar and should be a good seller.

CODE 9J40

Light Coated Brazil Bar— 1½ ozs.—5c

(Purchased in a ferry terminal,
San Francisco, Cal.)

Appearance of Bar: Good.
Size: Good.
Wrapper: Silver foil, printed in blue and cream.
Coating:
Light: Good.
Texture: Good.
Taste: Good.
Remarks: A good eating nut bar, well made, should be a good seller.

CODE 9K40

Milk Chocolate Caramel Peanut Bar—1½ oz.—5c

(Purchased at a candy stand in a terminal, San Francisco, Cal.)

Appearance of Bar: Good.
Size: Good.
Wrapper: Glassine printed yellow, blue

CANDY CLINIC SCHEDULE FOR 1940

The monthly schedule of the Candy Clinic is listed below. When submitting items, send duplicate samples by the 1st of month preceding the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Salted Nuts; Chewy Candies; Caramels

MARCH—Assorted One-Pound Boxes of Chocolates

MAY—Easter Candies and Packages; Molded Goods

JULY—Gums and Jellies; Marshmallows

AUGUST—Summer Candies and Packages; Fudge

SEPTEMBER—Bar Goods of all types

OCTOBER—Home Mades: 5c-10c-15-25c Packages Different Kinds of Candies

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

and red, piece of foil under wrapper on top.

Coating: Good.

Center:

Color: Good.

Texture: Good.

Taste: Good.

Remarks: One of the best bars of its kind. A number of bars on the market are much larger but are not of the quality of this bar.

the best of its kind. Should be a good seller if the quality is kept up.

CODE 9L40

Almond Crunch—½ oz.—5c

(Purchased in railroad terminal,
San Francisco, Cal.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Foil, printed in green and black.

Coating:

Dark: Good.

Center:

Color: Good.

Texture: Good.

Taste: Good.

Remarks: Bar is of good quality, well made. One of the best 5c crunch bars that the Clinic has examined in some time.

CODE 9M40

Pineapple and Coconut Bar— 1½ ozs.—5c

(Sent in for Analysis No. 4398)

Appearance of Bar: Good.

Size: Good.

Wrapper: Foil, printed in green and red, attractive looking.

Coating: Milk Chocolate: Good.

Center:

Color: Good.

Texture: Good.

Taste: See Remarks.

Remarks: Center lacked flavor, either use a good pineapple flavor or good vanilla flavor to improve the taste of the center.

CODE 9O40

Solid Chocolate Bar with Raisins and Peanuts—1½ ozs.—5c

(Purchased in Chicago, Ill.)

Appearance of Bar: Good.

Wrapper: Inside wax, outside glassine printed in gold and red.

Chocolate: Good.

Raisins & Peanuts: Good.

Remarks: A good eating bar, one of

CODE 9P40

Honey Comb Bar—2 ozs.—5c

(Purchased at a candy store,
Berkeley, Cal.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Silver foil, printed in green.

Coating:

Dark: Fair.

Center is not a honey comb but a soda taffy. Poorly made and had collapsed, unfit to eat.

Remarks: Suggest formula be checked up as bar will not sell if it doesn't stand up.

(Continued on page 24)



EDITORIAL

Seizure Notices

IN THE general discussion which followed the address on "Plant Sanitation" presented to Midwest candy manufacturers recently by J. O. Clarke, chief of the Central District, Food-Drug Administration, the subject of seizures of contaminated goods and subsequent publishing of seizures notices was brought up. The contention was that such notices constituted an injustice to manufacturers because in most cases it could be demonstrated that conditions warranting seizures were not of the manufacturers' making, yet inclusion of their names in the published notices made it appear that they alone were responsible.

While admitting the injustice of the present law, Mr. Clarke carefully pointed out that so long as the law requires that shippers' names appear in the notices, there is little the Food-Drug Act administrators and their operatives can do to change things. He agreed that these notices very often give an entirely erroneous picture of conditions.

What can the Industry do about this problem? Two things seem apparent. First, the Industry through its association must keep after our legislators to change the wording of this provision of the law covering publication of seizure notices, so that blame for conditions warranting seizure and destruction of candy be carefully traced and placed where it belongs in the published notices. And let no one think that blame will always fall on the jobber. Some effort has been made along this line, we understand, but has met with little success so far. This rebuff should not persuade us that the task is hopeless. We must keep everlastingly at it, and we must combine with other food industries similarly affected in a campaign to obtain an equitable adjustment.

The second phase of this problem is a matter for each individual manufacturer to pursue as a personal problem between himself and his wholesalers. It can be solved only through the untiring efforts of each manufacturer to educate his jobbers in the proper methods of storing and handling his candy, and in the wisdom of careful ordering following a more or less scientific appraisal of his market. Such a campaign of education can, of course, only be undertaken after the individual manufacturer and his sales force themselves have taken the time to study these things.

In discussions of credit and credit administration we have often heard about the wisdom of not overloading an account. Seldom have we ever heard this discussed from the standpoint of keeping goods in fresh and salable condition. Little has been written or published about the sanitation angle. Yet there is plenty of evidence that when seizures of candy have been made, such goods has been in the jobber's hands many months and represents stock he has been unable to turn. No doubt if one could see underneath the picture, it is likely that in many cases

of overstock and contamination, the jobber took more than he knew he could handle, to please the salesmen or because he was "sold a bill of goods" by some high-pressure artist.

We cannot sell every jobber an air-conditioned warehouse, but we can show him how to handle our goods with the facilities at hand and without too much additional expense. We can also teach him the wisdom of careful ordering. It isn't up to the Food-Drug Administration to do this. It is the duty of every manufacturer who honestly wants his goods to reach the consumer as fresh and clean as it left his factory and who wants to stay clear of seizure notices which publicly call him a maker of contaminated goods. The consumer has no way of knowing who's to blame for contaminated candy; all he knows is that he will not buy any more of it. That candy may be yours.

Industry Directory Coming

MANUFACTURERS of confectionery will be glad to hear that the 1940 Edition of the BLUE BOOK for the Industry will be off the press shortly. Announced late last year as a project to be completed early in '40, the directory's date of issue has been postponed several times in order that the information in it might be made as complete and as up-to-date as physically possible. Users of the first BLUE BOOK are going to be pleased with the format and arrangement of the new edition. Advertisers are sure to find in our new arrangement of their messages, interspersed with listings, a more direct tie-up of their advertisements with information on industry raw materials, machinery, packaging materials, and supplies which the directory will bring.

Compilation of a new BLUE BOOK has been a tremendous job, editorially. Often during the year we have been questioned as to the wisdom of undertaking a job like this in the face of business conditions presently existing. Our answer has always been the same: When business isn't quite what it should be is the time when an industry needs all the help and information its business press can give it. We look upon the BLUE Book as just another of the services we can render along this line.

To those who have assisted in the classification of sources of supply goes much of the credit for whatever success the BLUE BOOK may enjoy. To those who have made this service possible by their participation with advertising the entire Industry owes a debt of gratitude which we hope will be reflected in the direct returns their advertising will bring them. As for ourselves, ours has been merely the impulse and the motivating force behind an Industry service which was needed for a long time, and which our close relationship with you manufacturers has made possible.

THE Standard



CITRUS PECTIN for CONFECTIONERS

WIRE OR WRITE FOR SAMPLES AND FORMULAS



CALIFORNIA FRUIT GROWERS EXCHANGE

PRODUCTS DEPARTMENT
ONTARIO, CALIFORNIA

189 W. Madison St., Chicago, Ill.

99 Hudson St., New York, N.Y.

IMMEDIATE DELIVERY FROM WAREHOUSE IN NEW YORK, CHICAGO, SAN FRANCISCO

Candy Clinic—

(Continued from page 21)

CODE 9P40

Brazil Fudge Bar— $2\frac{1}{2}$ ozs.—5c

(Purchased in Chicago, Ill.)

Appearance of Bar: Good.
Size: Good.
Wrapper: Plain cellulose wrapper printed paper band.
Color: Good.
Texture: Tough.
Taste: Fair.
Remarks: Suggest formula be checked as fudge is too tough and dry. Also check flavor as it had an odd taste.

CODE 9Q40

Chocolate Coated Coconut Bar— $2\frac{1}{4}$ ozs.—5c

(Purchased in Chicago, Ill.)

Appearance of Bar: Good.
Size: Good.
Wrapper: Foil, printed in brown.
Coating:
Dark: Good.
Center:
Color: Good.
Texture: Good.
Taste: Good.
Remarks: The best coconut bar of its kind that the Clinic has examined this year. Had a good fresh coconut taste.

CODE 9R40

Nut Fudge— $2\frac{1}{4}$ ozs.—5c

(Purchased in Chicago, Ill.)

Appearance of Bar: Good.
Size: Good.
Wrapper: Cellulose printed in gold and black.
Color: Too light for chocolate.
Texture: Fair.
Taste: Fair.
Remarks: Bar is not up to the standard of other bars of its type that the Clinic has examined. Suggest more cocoa or chocolate be used to give bar more flavor. Texture could be improved as it was sandy.

CODE 9S40

Milk Chocolate Almond Sponge Bar— $1\frac{1}{4}$ ozs.—5c

(Purchased in Chicago, Ill.)

Appearance of Bar: Good.
Size: Good.
Wrapper: Glassine, printed in brown, yellow and red, inside wax wrapper.
Coating:
Milk: Good.
Center: Hard candy sponge peanut butter.
Color: Good.

Texture: Good.
Taste: Good.

Remarks: This is a very good eating bar, of good quality and well made. Bar should be a good seller.

CODE 9T40

Hard Candy Peanut Bar— 2 ozs.—5c

(Purchased in Chicago, Ill.)

Appearance of Bar: Good.
Size: Good.
Wrapper: Inside wax printed outside. Paper hand printed in yellow, blue and red.
Color: Good.
Texture: Too soft.
Taste: Rancid.
Remarks: Suggest cooking be checked as candy was not cooked enough. No doubt, this was part of the cause of the peanuts turning rancid.

CODE 9U40

Hard Candy Peanut Butter Bar— 2 ozs.—5c

(Purchased in Chicago, Ill.)

Appearance of Bar: Good.
Wrapper: Foil printed in red and blue.
Coating: Light—Fair.
Center:
Color: Good.
Texture: Good.
Taste: Fair.
Remarks: Suggest more peanut butter be used in center as it contained too much candy. Peanut butter could be improved as to taste.

CODE 9V40

Double Chocolate Bar— $3\frac{1}{4}$ ozs.—3 for 10c

(Purchased in a cigar store, New York, N. Y.)

Appearance of Bar: Good.

Size: Good.
Wrapper: Glassine, printed in blue and silver.
Coating: Light—very cheap tasting.
Center: Light nougat containing raisins and peanuts.
Color: Good.
Texture: Good.
Taste: Good.
Remarks: Center is good eating but coating spoils the taste of the bar. Suggest a smaller bar be made and better coating be used.

CODE 9W40

Fruit Nougat Bar— $2\frac{1}{3}$ — 16 ozs.—5c

(Purchased in a retail store, New York, N. Y.)

Appearance of Bar: Good.

Size: Good.
Wrapper: Glassine printed in blue ribbon and yellow.
Color: Good.
Texture: Good.
Taste: Good.
Remarks: Name of bar is misleading and contrary to the new law in regard to labeling. Bar contains small gums and no fruit.

CODE 9X40

Toasted Coconut Bar— 2 ozs.—5c

(Purchased at a subway station, New York, N. Y.)

Appearance of Bar: Good.

Size: Good.
Wrapper: Cellulose printed in blue and white.
Color: Good.
Texture: Good.
Taste: Fair.
Remarks: Suggest formula be checked up as bar had an off taste, partly rancid coconut and partly some kind of oil or slab grease.

CODE 9Y40

Chocolate Fudge Bar— $2\frac{1}{2}$ ozs.—5c

(Purchased at a subway station, New York, N. Y.)

Appearance of Bar: Good.

Size: Good.
Wrapper: Plain cellulose, gold seal, printed in blue.
Color: Good.
Texture: Good.
Taste: Good.
Remarks: One of the best 5c fudge bars that the Clinic has examined this year.



RUM 'n' BUTTER

"Tang-y" Crisp Flavor
for your

Hard Candy - Cream Work

This bracing flavor will give your goods that "extra something" which the appetite craves when cooler weather re-awakens taste for something "different."

Write for Sample

James B. Long & Co., Inc.
CHICAGO NEW YORK
818 N. Franklin St. 415 Greenwich St.

CODE 9Z40**Chocolate Paste Bar—1 ozs.—5c**

(Purchased at a railroad stand,
New York, N. Y.)

Appearance of Bar: Good.

Size: Very small.

Wrapper: Plain foil outside, printed cellulose wrapper.

Coating:

Milk chocolate: Good.

Center:

Color: Good.

Texture: Too hard, and dry.

Taste: Fair.

Remarks: Center needs checking up.
Suggest more flavor be used in center
as it lacked flavor.

CODE 9AA40**Coated Peanut, Carmel & Fudge Bar—2½ ozs.—3 for 10c**

(Purchased in a cigar store,
New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Printed glassine in red and white.

Coating:

Light: Fair.

Center: Peanuts had an old taste.

Carmel: Good.

Fudge: Fair.

Remarks: There are a number of these bars on the market and this one is not up to the standard of most of the other bars.

CODE 9BB40**Chocolate Coated Coconut Bar—
2¼ ozs.—3 for 10c**

(Purchased in a cigar store,
Brooklyn, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Bar is placed in a cut-out boat and wrapped in glassine, printed wrapper blue and red.

Coating:

Dark: Fair.

Center:

Color: Good.

Texture: A trifle tough.

Taste: Fair.

Remarks: Center has a rancid taste.

CODE 9CC40**Chewy Bar—2 ozs.—5c**

(Sent in for Analysis No. 4401)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine, printed in yellow, brown and red.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: This bar is the best of its kind that the Clinic has examined in some time.

CODE 9DD40**Divinity Bars—Vanilla and Chocolate—2½ ozs.—5c**

(Sent in for Analysis No. 4402)

Appearance of Bar: Good.

Size: Good.

Wrapper: Cellulose, printed in two shades of blue.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: A good eating bar, one of the best that the Clinic has examined this year.

CODE 9EE40**Milk Chocolate Coated Chocolate Whip & Caramel Bar—2 ozs.—5c**

(Purchased in a railroad depot,
Boston, Mass.)

Appearance of Bar: Good.

Size: Good. Wrapped inside parchment paper, outside glassine printed in brown, red and yellow.

Bar is a chocolate marshmallow and layer of caramel, four roasted almonds on top, dipped in milk chocolate.

Coating: Good.

Center:

Color: Good.

Texture: Good.

Taste: Good.

Remarks: Bar is new and different, well made and of good quality, should be a good seller.

CODE 9FF40**Chocolate Coated Coconut Bar—
3 for 10c**

(Purchased in a cigar store,
New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Container: Bar is wrapped in printed wax paper and put into a folding box printed in blue, red and brown.

Coating:

Dark: Fair.

Center:

Color: Good.

Texture: Good.

Taste: Fair.

Remarks: Coating is not up to the standard used on 5c bars. Center lacks flavor. Suggest bar be made smaller and a better quality of coating be used, also add more flavor to the center.

CODE 9GG40**Chocolate Coated Coconut Bar—
2¾ ozs.—3 for 10c**

(Purchased in a cigar store,
New York, N. Y.)

Appearance of Bar: Good. Wrapper printed cellulose, silver, blue and brown.

Coating:

Dark: Good.

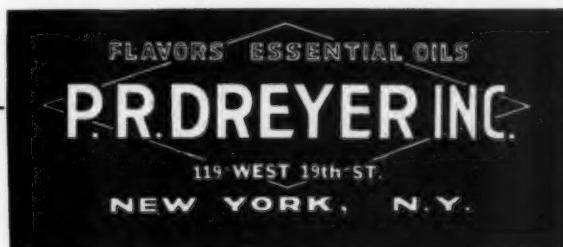
Center:

Color: Good.

Texture: Good.

Taste: Good.

Remarks: For size and quality this is the best coconut bar on the market at this price.

**CONCENTRATED****STANDARD****IMITATION****APPLE SWEET**

A delicious sweet type fruit-like flavor.

\$1.50 pt.

Apples

are

Ripe

CONCENTRATED**STANDARD****IMITATION****APPLE SUPREME**

A delicious tart type fruit-like flavor.

\$1.50 pt.

Both above flavors may be obtained suitable for HARD CANDY at \$2.00 a pint. Write today for your Testing Samples.

NEWS OF THE SUPPLY FIELD

EQUIPMENT · MATERIALS · MARKET INFORMATION · FIRMS · PERSONALS

Kingsley Joins Merckens

Mr. T. Merckens of Merckens Chocolate Company, Inc., Buffalo, New York, announced the appointment of Mr. Claude L. Kingsley as a salesman for the company. Mr. Kingsley will travel out of Merckens' Buffalo office and cover upper New York State and northwestern Pennsylvania, that territory formerly traveled by Mr. James Lawrie. Mr. Lawrie has resigned his position with this company to enter the retail candy and ice cream field as a partner in the Wick's Candy Shop. Mr. Kingsley brings to his position many years' experience as salesman in selling food products and was formerly sales manager of the Manru Coffee Company, Buffalo, and also with the Hecker Milling Company in their H-O Oatmeal department.

Monsanto Guarantees Jobs for Its Conscripts

Edgar M. Queeny, president of Monsanto Chemical Company, St. Louis, Missouri, announced that in the event employees are called into service under the Selective Service Act or because of membership in the National Guard or the Army, Navy or Marine Reserve, their places will be available to them on their return and that their supervisors will attempt to work out with them on an individual basis the solution of any financial or other problems they may have as a result of their conscription or calling to active duty.

Receives Award for Dunkirk Service

News has reached us that J. B. Hillary, managing director of Bramigk & Company, Ltd., London, England, has been awarded the M. B. E. for services during the evacuation of Dunkirk. Major Hillary has been in the British Army since September 1, 1939, when he rejoined his old Regiment, the Queens Bay, and was sent to France, September 9, where he remained until the Dunkirk matter. He was at Dunkirk on the beach for 13 days and was in command for five days and the remaining time second-in-command. He is now stationed in England.

Lamborn, Riggs & Company has been formed with offices at New York and Havana to execute orders for account of clients on the New York Coffee & Sugar Exchange, Inc. Ody H. Lamborn, John W. Lamborn, George T. Wright, S. Ullivarri, Charles C. Riggs, Richard L. Lamborn, J. William Craig and Edward C. Looker form the partnership.

General Foods Corporation, New York City, announced that Walter Baker & Company, Inc., Dorchester, Mass., employees returned to work August 20 after a strike called August 8 by Federal Local No. 21243, which is affiliated with the A. F. of L.

Announce New Pump For Chocolate, Marshmallow, Etc.

Designed and built especially for confectionery manufacturers, the illustrated new pump has just been announced. It is a positive rotary type that does not depend



on high speed for its constant delivery and is therefore particularly adaptable for pumping chocolate, fondant cream, marshmallow and other heavy fluids used in confectionery manufacture. Operating at slow speed, there is no possibility of churning or agitating the product being pumped. The material is drawn into the inlet side of the pump and is handled only once. Because of the perfect seal between the two rotors there is no possibility of any of the liquid coming into the pumping chamber to be churned or agitated. This new pump is said to operate successfully under pressures and vacuums without damage to the product being pumped. It is being used satisfactorily by some of the largest food manufacturers in the country. It is entirely sanitary, can be easily and quickly cleaned, and has been approved by all health departments. It is made in various sizes to meet various plant requirements.

Foster, Vice Chairman of American Sugar, Dies

W. Edward Foster, 76 vice chairman of the American Sugar Refining Company, New York City, died August 8. Starting in the sugar refining business as an office boy in 1883, with the former Havemeyer Sugar Refining Company, he rose through numerous executive positions to become president of the American Sugar Refining Company. Mr. Foster was prominently and actively connected with business affairs and with civic and philanthropic work throughout his life. He was a director of several companies, a member of the Chamber of Commerce of the State of N. Y., Chairman of Liberty Loan and American Red Cross drives in Hackensack during the World War, a governor of the Hackensack hospital, a director of the Y.M.C.A., trustee of the Anniversary Memorial Foundation of the Y.M.C.A., elder of the Second Reformed Church, vice chairman of Finance Committee of the Board of Foreign Missions of the Reformed Church in America, one of the founders and early champions of the Hackensack Golf Club, a member of the Arcola Country Club, Oritani Field Club and long a member of the Crescent Athletic Club of Brooklyn. He is survived by his widow, a daughter and a grandson, Foster Conklin.

HEADQUARTERS FOR

PINEAPPLE CUBES

and

DIPPING STRAWBERRIES

also Dipping Peach Cubes . . .

Dipping Kumquats . . .

Rum and Plain Raisins

BLANKE-BAER EXT. & PRESERVING CO.
ST. LOUIS, MO.

"SWEETOSE"
MEANS MONEY TO YOU

New Discovery in
Syrup Makes Better Candies
at Lower Costs, Say
Manufacturing Confectioners

Scores of candy manufacturers are saving up to 20% in handling and cooking time since switching from ordinary corn syrup and sugar to "Sweetose." In addition to these important economies, "Sweetose" produces candies of finer texture and better taste. At the right are six reasons why "Sweetose" means money to you:



1. **Cuts manufacturing costs**—"Sweetose" replaces all corn syrup, invert sugar syrup, and all or part of sugar.

2. **Saves time and lowers costs**—"Sweetose" permits faster cooking and faster whips.

3. **Makes handling easier** in storage tanks, pipe lines, and kettles. "Sweetose" is 3 times as fluid as ordinary corn syrup.

4. **Improves taste of candies**—"Sweetose" provides needed sweetness and accents other flavors.

5. **Improves texture**—With proper handling it is impossible to make a tough piece of candy with "Sweetose."

6. **Lengthens shelf-life of candy**—Reduces loss from return goods.

ASK FOR THIS FREE DEMONSTRATION
If you are not already using "Sweetose," we shall be glad to demonstrate its profit possibilities to you. No obligation!

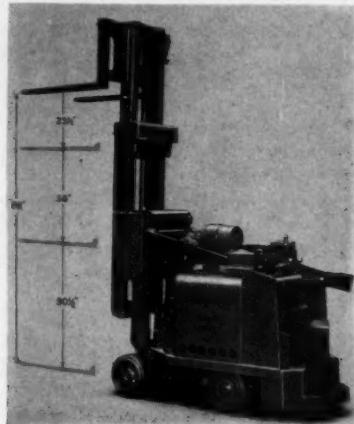
Sweetose
REG. U. S. PAT. OFF.

Made by
A. E. Staley Mfg. Co.,
Decatur, Illinois

**NEW PROFITS
FOR YOU WITH**

New Fork Lift Truck

A new type of fork truck capable of elevating loads on skids or pallets to three levels instead of one has been brought out recently. The rate of upward travel is 20



feet per minute with a 1500 pound load. With telescoping members lowered, the overall height of the truck is 74 inches so that the loaded truck can pass through doorways or beneath low overhanging pipes or conveyor systems. The two hoist chains have a safety factor of 9 and either will handle the load. Vertical uprights and tilt gearing are designed to prevent sidesway. Hoist is provided with ratchet device which operates when the descending load meets an obstruction. A slip clutch serves the same purpose when ascending loads are obstructed. A solenoid brake locks the hoist load in any

position. Fork arms of truck are supplied in a variety of dimensions to suit application. Added security and comfort to the operator are provided by a rubber-padded back rest and rubber-cushioned pedal pads.

National Donut Week is to be observed this year from October 28 through November 2, and the following firms known to our industry are supporting it: Anheuser Busch Co., Frigid Food Products, Oneida Paper Products, Inc., National Sugar Refining Co., American Maize Company, and Aluminum Cooking Utensil Company.

Six ambulances have been presented to the British War Relief Society by the Ambulance Fund Committee of the New York Cocoa Exchange. Funds for four of the ambulances were contributed by members and friends of the Exchange and funds for two ambulances were given by the Hershey Chocolate Corp., members of the Exchange.

Six new electrically-heated laboratory water stills in capacities of $\frac{1}{2}$, and $1\frac{1}{2}$ gallons per hour are now being sold by F. J. Stokes Machine Co. Each of these sizes is offered in two types, one with standard immersion heaters and the other with heavy duty heating elements that are fully protected against burn-out.

J. R. Turner, who has been in the products division of Armour & Company and located in their New York office, is no longer with the company. Mr. Turner was at one time connected with their Chicago office.

**AMERICA'S
#1
OIL OF ORANGE**

Compare QUALITY Compare RESULTS Compare PRICE

Exchange COLD PRESSED U.S.P.

ASK OUR JOBBERS FOR SAMPLES

DODGE & OLcott COMPANY • FRITZSCHE BROTHERS, INC.
180 Varick Street, New York, N. Y.

76 Ninth Avenue, New York, N. Y.

*Distributors for: CALIFORNIA FRUIT GROWERS EXCHANGE • Products Department, Ontario, California
Producing Plant: The Exchange Orange Products Company, Ontario, California*

Copyright, 1940, California Fruit Growers Exchange, Products Dept.

CONFECTIONERS' BRIEFS

Brooks Morgan Joins J. B. Carr Biscuit Firm

Brooks Morgan, Atlanta, Georgia, has become affiliated with the national organization of the J. B. Carr Biscuit Co., Wilkes-Barre, Pa., according to a recent announcement. Mr. Morgan is well known in the Confectionery Industry, having served for a period of 15 years — 1914 to 1929 — as vice president, and later president, of the Frank E. Block Co., Atlanta, Ga., the South's oldest and largest confectionery plant.

Established in 1868, the cracker plant of the Block Company was recently sold to the National Biscuit Co. For 10 years, from 1917 to 1927, Mr. Morgan was president of the Biscuit and Cracker Manufacturers' Association of America. During the last World War he served as chairman of Herbert Hoover's committee for the provision of hard bread for the U. S. Army, abroad and in camp at home. Mr. Morgan will take over operation of the J. B. Carr Biscuit Company in the Southeast, and is now located at the company's new factory in Greenwood, South Carolina.



Brooks Morgan

New York Plans Great "Sweetest Day"

The Association of Manufacturers of Confectionery and Chocolate of the State of New York is planning one of the biggest "Sweetest Days" ever celebrated in New York City, according to reports from William C. Kimberly, secretary of the association which sponsored the event last year. Plans for the "day" are not yet complete, but participation will be widespread. Corn Products Refining Company is sponsoring a large electric sign along the Hudson River which will flash "Sweetest Day—Make Somebody Happy." F. W. Woolworth & Company are not only featuring the "day" in their New York stores, but have interested all their merchandise managers in featuring candy on October 19. Lo-Well Pencil Company is making up a pencil with the Sweetest Day slogan imprinted on it, and these pencils are available to the industry in gross lots, the name of the distributing candy company being imprinted under the slogan.

Harry F. Montgomery has been elected president of Price Candy Co., Kansas City, Mo. He was executive vice president for three years. Charles H. Price is chairman of the board.

for September, 1940

Quality Insurance

Three P. & F. products which have established themselves as permanent leaders through long and satisfactory use in the candy plants of the nation, insure quality in your candies.

1



2

PENFORD
CORN
SYRUP

3

DOUGLAS
SPECIAL
MOULDING
STARCH

Penick & Ford, Ltd.
420 Lexington Ave.,
New York

Factory: Cedar Rapids, Iowa

THE STANDARD

SPEAS CONFECTO-JEL

A Complete Pectin Product for Making Jellied Candies

READY to Use
NOTHING to Add

SPEAS MFG. CO. KANSAS CITY MO.

CANDY IS DELICIOUS FOOD
ENJOY SOME EVERY DAY!

CITRIC ACID

TARTARIC ACID

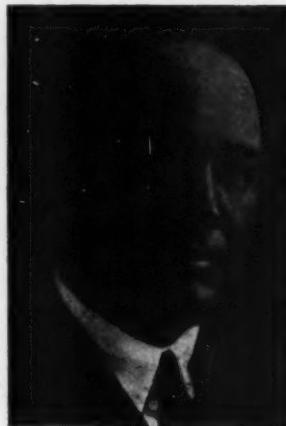
CREAM OF TARTAR

SODIUM CITRATE



Manufacturing Chemists
CHAS. PFIZER & CO., INC.
81 MAIDEN LANE, NEW YORK, N. Y.
444 GRAND AVE., CHICAGO, ILL.

Peckham Resigns
From National Candy



George T. Peckham

and is on vacation. John H. Bier has been made general manager of the firm. He formerly was manufacturing head of National Candy Company.

DeMet's Inc., Chicago, is now operating the candy department of Mandel Brothers, Chicago. All DeMet's products including packaged goods will be offered under the DeMet name. Wendell Brooks is supervising the entire operation. C. N. Johnson is president of DeMet's Inc.

The 16th Edition of Rigby's Reliable Candy Teacher has just come from the press. The illustrated book contains 268 pages with 900 formulas. It stresses the elementary points of candy making and at the same time offers a well-rounded stock of good, staple formulas, based upon W. C. Rigby's years of experience in the candy business.

Benjamin B. Ryder, New England, representative of F. B. Washburn Candy Company, Brockton, Massachusetts, was drowned Saturday, August 24, at Pocasset, Mass., where he had a summer home. He represented the company for 35 years.

Red Poppy Candies, San Francisco, California, has remodeled its shop.

Edy Candy Company, San Francisco, has moved its downtown shop from lower Powell St. to 244 Powell St., near Geary.

Peerless Confection Company, Chicago, announces the following new officers of the firm: Mrs. George Engelking, president; Alex F. Walz, vice president and general manager; A. K. Selz, treasurer, and Frances E. Sauer, secretary. Mrs. Engelking is the widow of the late president of Peerless Confection.

Paul F. Beich Company has moved its sales office, formerly located at 122 S. Green St., Chicago, to the Merchandise Mart, Room 1131.

Up-To-Date Company

40 Years Old

The Up-To-Date Candy Manufacturing Company, New York City, is celebrating its 40th anniversary. Albert Horowitz is president and founder of the firm and Samuel D. Fried is vice president and sales manager. Today a modern plant, the firm is one of the largest exclusive producers of hard candy in the country. Mr. Horowitz is active in association affairs, being a past president of the Association of Confectionery and Chocolate Manufacturers of the State of New York and now a member of the board of directors of the National Confectioners Association.



Albert Horowitz

Miss Irene Austin, Thinshell Products Co., Chicago, vice chairman of the Annual Credit Congress of the National Association of Credit Men, which was held at Toronto, Canada, May 19 to 23, 1940, announced that copies of the minutes of the Confectionery Manufacturing Industry Sessions can be obtained by communicating with Credit Interchange and Industry Service Department, National Association of Credit Men.

The Annual Credit Congress is so organized as to afford the credit manager an opportunity to become acquainted with his fellow workers, to study, analyze and discuss credit problems with them, and to exchange thoughts and ideas. The 1941 Credit Congress will be held in New Orleans, La., May 11 to 15.

Richard W. Clare has been appointed assistant sales manager of New England Confectionery Company. Mr. Clare has been with Necco's sales department for several years.

Runkle Candy Company, Kenton, Ohio, is now in production, it was announced by William J. Malone, business manager of the firm.

Mr. R. N. Mason Candy Company, La Junta, Colorado, sold his interests to Mr. T. E. Williams. Mr. Williams has been connected with the parent plant in Trinidad.

Mr. Lennard Jacob of J. Whitehouse Company, London, England, a candy manufacturer, visited our New York Office. We were able to locate the machinery he was seeking among our advertisers. He was immediately returning to England to re-enter the war, as he is in the army.

Scharf Bros., Inc., Pennington, New Jersey, has filed a petition for re-organization.

Schuler Chocolates, Inc., Winona, Minnesota, is constructing a new plant on West Fifth street, completely air conditioned. The new Schuler building will be of white stucco and will have a laboratory for testing ingredients.



What to Expect from BURRELL FEED AND BOTTOMER BELTS

Faster Cooling — Burrell Treated Bottomer Belts are treated to shorten chocolate set-up time.

Longer Life — Burrell Belts are made of high-grade, durable materials that will stand the severe punishment.

Non-Shrinking — Burrell Treated Belts do not shrink.

No Stretch — Burrell Belts are woven to eliminate obnoxious stretch.

With all these advantages, it's no wonder BURRELL Feed and Bottomer Belts are favorites with confection manufacturers. They can be had in any width . . . any length . . . treated or untreated. Let us send full information.

"BUY PERFORMANCE"

BURRELL BELTING COMPANY

413 S. Hermitage Ave., Chicago, Ill.
55 West 42nd St., New York, N. Y.

Pick A Leader!

The "LUSTR-KOOLD" Chocolate Cooling Conveyor

"LUSTR-KOOLD" leads in performance! In cooling and conveying design, efficiency, trouble-free operation and long life! They are built by engineers specializing in the confectionery industry.

Literature will be sent upon request. Also ask about our Economy "BELTURN" and ECONOMY special conditioners.

ECONOMY EQUIPMENT COMPANY, Inc.

223 N. Wolcott Ave., Chicago
152 W. 42nd St., New York City
2100 E. Vernon Ave., Los Angeles

BOOKS YOU SHOULD KNOW ABOUT All About Candy!

THE PROBLEM OF CHOCOLATE FAT-BLOOM

By Robert Whymper-----\$2.50 in U.S.A., \$3.00 Elsewhere
A scientific discussion of fat-bloom and what can be done to prevent it. After establishing the fact that cacao butter is largely to blame for fat-bloom, or "graying," the author describes various fractions of different melting points in cacao butter, also crystallization and the part it plays in fat-bloom. The influence of nut-oil and milk-fat on the tendency to form fat-bloom is discussed as well as storage conditions.

CACAO FERMENTATION

By Arthur W. Knapp-----\$2.50
A complete treatise on the methods of preparing cacao for commercial use. The book contains chapters on the fermentation of the pulp, changes in the interior of the bean, the production of acetic acid, ripeness of the pods and improved methods, alternative methods to fermentation and production of armoa, temperatures of fermentation, and information about drying.

SKUSE'S COMPLETE CONFECTIONER

Twelfth Edition-----\$6.00
Formulae and complete working instructions on many types of candies.

FOOD TECHNOLOGY

By S. E. Prescott and B. E. Proctor-----\$5.00
Covers the broad field of sources, methods of handling and manufacture of the principal commercial food products. The book emphasizes the fundamental principles involved in the various methods of food manufacture and treatment rather than to give highly detailed accounts of the manipulations carried out in each particular case.

RIGBY'S RELIABLE CANDY TEACHER

By W. O. Rigby-----\$3.00
Reveals valuable secrets of candy making through 900 trade-producing formulas. Contains valuable information for the experienced and inexperienced candymaker, including pointers on purchasing equipment for a new shop, buying raw materials, arrangement of the shop, a dictionary of candy-making terms, a condensed table of candymaking helps, answers to questions commonly asked about candymaking troubles.

CHOCOLATE COATING CANDIES BY MACHINE

By Mario Gianini-----50¢
A primer for the operator and for everyone else who is active in or connected with chocolate work. Written in simple understandable language it is an unusual accumulation of first-hand information on the subject of coating machines.

SWEET MANUFACTURE

By N. F. Scarborough, A.M.I. Mech. E.-----\$3.25
A practical up-to-date book on sugar confectionery. CONTENTS: Raw Materials; Sugar Boillings; Caramels, Toffees, Fudges and Nougats; Jellies and Gums; Chocolate, etc., etc.

FRUIT PECTINS

Their Chemical Behavior & Jelling Properties-----\$1.75
This report is based on work carried out during a period of several years. It will be of real value to those who are working on the many problems associated with pectin.

HANDBOOK OF FOOD MANUFACTURE

By Dr. F. Flene & S. Blumenthal-----\$6.00
A collection of practical tested formulas, descriptions and analysis of raw materials for the confection, ice cream, condiment, baking, beverage, essence, flour, preserving, salad dressing and allied industries.

FOOD INDUSTRIES MANUAL

Compiled by well known authorities-----\$4.00
A technical and commercial compendium on the manufacture, preserving, packing and storage of all food products. Contains a section on sugar, confectionery, candy, chocolate, jams, jellies.

CAKE MAKING AND SMALL GOODS PRODUCTION

By James Stewart & Edmund B. Benson, M.Sc.-----\$6.00
This book contains chapters on Baking of Confectionery Goods, Preparation of Fondants, Confectionery Making Machinery, Flours used in Confectionery, Moltening Agents, Eggs, Sugars, Chemical Aeration, Flavorings, Essences and Essential Oils, Spices, Colors and Coloring Matters, Nuts Used in Confectionery, etc.

CHEMICAL FORMULARY

H. Bennett, F.A.I.C.-----
Thousands of practical formulae. A condensed collection of new, valuable, timely modern formulae for making thousands of products in all fields of industry. Volume I \$6.00, Volume II \$6.00, Volume III \$6.00, Volume IV \$5.00. Each volume is different. There are many formulas on candies, flavors and allied products.

Book Sales Department

The Manufacturing Confectioner
400 W. Madison Street Chicago, Ill.

Glade Now in New Factory

The Glade Candy Company, formerly located at 232 S. Fifth East Street, Salt Lake City, Utah, is now in full production at its new two-story concrete factory at 55 8th South Street. A built-in refrigeration plant for cooling chocolate and a corn syrup tank, reported to be the largest in the West, are outstanding features in this candy plant. The firm employs 140. The following are officers of the firm: J. V. Glade, president and general manager; William R. Glade, vice-president and secretary; George B. Glade, treasurer, H. H. Glade, and Earl J. Glade, are directors.

Callas, Inc., 5500 S. Halsted St., Chicago, has been chartered. Incorporators are Christ Callas, Louis Gerakitis and Mike Callas.

Hudsons, Inc., Frankfort, Kentucky, has been chartered to operate restaurants, soda fountains and confectioneries. Capital \$50,000. Incorporators are Hugh and Evelyn Hudson of Frankfort and W. A. Gunther of Lexington.

Kerr's Butter Scotch, Inc., formerly located at 360 Furman St., Brooklyn, New York, is now located at its new factory in Jamesburg, New Jersey.

The Shattuck Company, New York, has leased 19,000 square feet of floor space for a new restaurant and cocktail lounge at 43rd St. and Broadway on the historic site formerly occupied by the Cadillac Hotel.

Candy Corporation of America, Brooklyn, has appointed William Beck sales manager, and Frank Borstelmann production manager. Mr. Beck was formerly with C. N. Miller Co., Boston, and Mr. Borstelmann was formerly with Jacobs Candy Co., New Orleans.

Vita Bran Corporation, New York, has gone into bankruptcy and its assets liquidated. The trustee sold all of the company's right, title and interest to machinery, equipment and merchandise to Union Standard Equipment Co. for \$24,000 on June 19, which sum was subject to mortgages and interest aggregating \$19,000. Proof of claims should now be filed.

The Duchess Chocolate Shoppe, Youngstown, Ohio, is constructing a \$10,000 candy manufacturing plant and store on the north side of Youngstown and Perkinswood SE, it was announced by Charles G. Sikaras, owner. The new plant is expected to be completed in three months. Mr. Sikaras also plans to remodel and enlarge his downtown store.

An estate of \$219,372 was left by the late Frank P. Ziegler, formerly chairman of the board of the George Ziegler Co., Milwaukee. The bulk of the estate will go to his six children. Mr. Ziegler died December 22, 1939.

Sam Levine, formerly president of the Elbee Chocolate Co., Brooklyn, is now associated with Up-To-Date Mfg. Company, New York, in a sales capacity.

**A. J. Schlif Now
With Norvic, Inc.**

Norris, Inc., Atlanta, Georgia, announces the appointment of Armond J. Schlif as credit manager. Mr. Schlif was special representative for Norris Candies in the Northwestern division for one year prior to coming into the main office. He was formerly vice president and credit manager of Henry C. Garrott, Inc., St. Paul, Minn. Mr. Schlif also served as a director for the National Confectioners' Association for several years.



A. J. Schlif

Price Candy Company, Kansas City, Missouri, formerly located at 1701 Main St., now have their general offices and factory at 2 West 39th St.

Frank R. Hawkins, 65, secretary and general manager of Untereckers, Inc., Buffalo, New York, died August 19. Mr. Hawkins has been associated with the firm for about 25 years, starting as an accountant.

American Sweets Company, New York City has been formed to manufacture and distribute imported types of confections. The new firm will produce the "Aristocrat" brand line of imported toffees and other candies inasmuch as Alexander Meyer and Arthur Meyer, executives of the firm, have been engaged in the sale of this product in the U. S. for many years when the confections were manufactured in Riga, Latvia. The firm will sell direct and through jobbers.

Mr. Christopher Seymour Clark 65, secretary-treasurer of the Counter Freezer Association, Chicago, and formerly with the NCA died September 4 of injuries incurred when his automobile overturned near Decatur, Indiana. He served as executive secretary of the American Red Cross Roll Call during the World War. He is survived by his widow.

On August 16, Mars, Inc., Chicago, leased Madison Square Garden in New York for a preview performance of the Doctor I. Q. broadcast which was put on locally in the New York area.

"Allvent," a new all purpose fan, has been perfected by Autovent Fan & Blower Company. Its six outstanding features are: "V" belt drive that makes possible slower, quieter operation; better efficiencies can be obtained with 1750 R. P. M. stock motors than with costlier low speed special motors; belt drive makes possible adjustments that produce greater economy in operation; service and upkeep costs are practically negligible; adjustable motor pedestals make it easy to provide for proper belt tensions; large volumes of air are delivered at low speed operation with belt drive assembly.

Add These to Your Library on Candy Information

REPRINTS are available of the article appearing in THE MANUFACTURING CONFECTIONER. Many of these are obtainable in booklet form.

They compose a large portion of the current literature of the industry. Many manufacturers find them suitable to accompany sales messages and also to add to their library of information on the candy and chocolate industries.

Copies of the following are now available:

"IMPROVED METHODS IN THE MANUFACTURE OF FONDANT FOODS," by H. S. Payne and J. Hamilton, Carbohydrate Laboratory, Bureau of Chemistry, U. S. Dept. of Agriculture.—20c each.

"THE PURPOSE OF CONCHING CHOCOLATE," by Robert Whymper and Charles Shillaber.—20c.

"THE MANUFACTURE OF MARSHMALLOWS," by George J. Shaler.—25c.

"FAT OR LEAN COATINGS?" by Robert Whymper—10c.

"CANDY MAKER'S PLACE IN MANUFACTURING FOR RETAIL," by George A. Eddington.—10c.

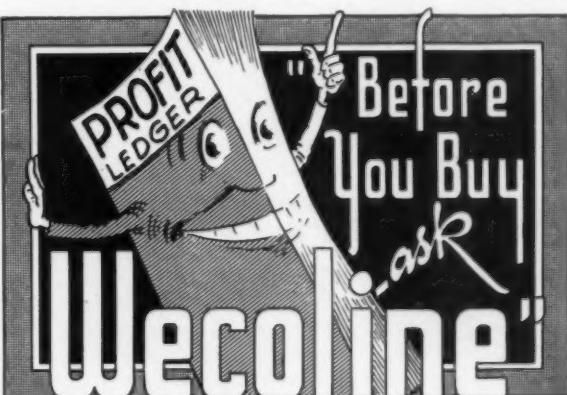
"QUALITY CARAMELS ON A VOLUME PRODUCTION BASIS," by Talbot Clendenning.—10c each.

Send for your copies now!

The Manufacturing Confectioner

400 W. Madison Street

Chicago, Ill.



If you want to benefit the appearance, keeping qualities and high speed production of your candies "ASK WECOLINE" to send you generous production samples for trial. There is a Wecoline Coconut Oil, Hard Fat, Soya Oil, or Shortening to fit every need. . . .

Cobee Brand HARD FATS - COCONUT OILS

— to stiffen chocolate coatings; and for center work; for slab dressings; lubricants in chewing candies; fillings; nut cooking; popcorn seasoning, etc.

WECOLINE Products, Inc. BOONTON, N.J.
Sales Offices NEW YORK . . . CHICAGO . . . BOSTON

GREER WIRE BELTS

fit all makes of Coaters and Enrobers
Made of Rustproof Wire

Immediate shipment of over

100 varieties

GREER BELTS

(WIRE, CANVAS, COATED)

are made better — last longer

J. W. GREER COMPANY

119-138 Windsor Street, Cambridge, Mass.

Chocolate Coatings

THAT HAVE

FLAVOR * SMOOTHNESS
UNIFORMITY * QUALITY

HOOTON

CHOCOLATE COMPANY

339-361 NORTH FIFTH STREET, NEWARK, N. J.

ESTABLISHED 1897

VANILLIN

LIGNIN VANILLIN, C. P.

A Finer Vanillin of Exquisite Aroma.

An American source of supply that is unaffected by the international situation.

Requests for samples on your firm's letter-head will be promptly answered.

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907 Elliott St., W., Windsor, Ont.

Transportation Bldg., Los Angeles, Calif.



Interior of Factory
Wisconsin, U. S. A.

THE READER WRITES

Why Don't You?

Egg Decorations

For many years we have decorated our chocolate eggs with decorations made of sugar icing, albumen, etc. These decorations did not stick very well to the chocolate, we think on account of the coco butter or other fatty ingredients used in the manufacture of the chocolate. We are very anxious to find a solution to the problem and hope you may be able to develop something or guide us to a solution.—Inquiry.

Reply: Using the usual formula, first, do not beat the icing too light. Further, do not make the icing too dry, that is, use as much water as possible though, of course, seeing that the icing or piping is stiff enough to stand up well. Then, do not use the icing on very cold chocolate. We suggest also using the icing at about 90° F., but not higher. Finally, add to the usual icing formula one-half of one per cent lecithin. If the icing still flakes off, add to the usual formula one-half of one percent of powdered white gum arabic, seeing that it is well dissolved in the water with the albumen.

Glazing the eggs also makes it possible for decorations to stick to the chocolate. Any kind of glaze that is edible may be used. If you do not wish to use glaze, use the yolk of an egg, beaten, and paint this on. Gum benzoine may also be used. This must first be thinned out.

★ ★

Thin Mints

I would like to know how to make those thin flat chocolate mints. I would appreciate it if you will answer this at once.
J. N. P., San Francisco

Reply: In the formula forwarded to you, the process is as follows: Cream the batch at blood heat and roll out thin on canvas or marble slab. Each mint is cut separately, then picked up, turned over and allowed to dry overnight. Coating is accomplished in the usual manner. This is an unsatisfactory piece to make unless you have plenty of experience. It is also quite costly and the finished product should be sold for not less than \$1 the pound.

★ ★

Revolving Pans

I should like prices on the three revolving pans advertised under "Machinery For Sale," in the June issue of THE MANUFACTURING CONFECTIONER. If the price is right, can take all three.

C. F., Chicago

Reply: Here is the letter we received from the advertiser: "Acknowledging your letter of June 20, we regret to advise that we just sold the three gas fired revolving pans last week. May we advise that these were sold through the ad in your magazine."

Signed, V. B. Brooklyn, N. Y.

★ ★

Marshmallow Peanuts

We would be under obligation to you if you would submit to us a formula for Marshmallow Peanuts.—M. M. G., Winnipeg, Canada

Reply: In the formula submitted, this is the procedure: Cook to 245° F. Set off the fire and grain off with 20 lb. running cream. Now put 10 lbs. corn syrup with the first batch. Then add the second batch to the first in the beater. Beat up and cast in warm starch and put into a warm room. Cover and flavor to suit your own needs. The batch for marshmallow peanuts is nothing more or less than a very light grained cream cast in warm starch and left in a warm room until ready to take out.

★ ★

Health Candies

In our files is a copy of THE MANUFACTURING CONFECTIONER for August, 1931, in which there appeared, on page 22, an article by Orville H. Kneen, on "Health Candies." I am writing to ask if you can put me in touch with Mr. Kneen and advise whether he does consulting work professionally, for candy manufacturers.

C. F. M., Winchester, Va.

Reply: We have not been in touch with Mr. Kneen for some time. He did free lance writing for us and was at that time

We've Modernized Chocolate Equipment



One of the Lehmann units, The Cracker and Fanner.

NO TABLE improvement in equipment, resulting in better products, has marked the past decade in the Chocolate Industry. That Lehmann has provided much of the improved equipment is in keeping with a tradition of more than 100 years. The efficient five-roll Refiner, the Cracker and Fanner, the Cocoa Liquor Mill and the Disc Conche, all give evidence of Lehmann leadership in this field. More than that, these modern machines indicate Lehmann's understanding of chocolate-making problems, and ability to solve many of them through better equipment.

We offer the cooperation of our Technical Department on all matters of chocolate-making machinery.

J. M. LEHMANN COMPANY, Inc.

250 West Broadway New York, N. Y.

Factory: Lyndhurst, N. J.



The Standard for Quality
in Machinery since 1884.

associated with the editorial department of "Popular Mechanics." We suggest you write to this publication at 350 Fifth Avenue, New York, and possibly you may be put in touch with Mr. Kneen with their help.

★ ★

Want Ad Brings Job

The want advertisement that you have inserted in your publication for me the past few months has brought the desired results and you may now discontinue. I thank you very kindly for this fine service rendered by your publication.—C. S., Iowa.

★ ★

Box Analysis

We are in receipt of your letter, also the tear sheet of THE MANUFACTURING CONFECTIONER containing the analysis of our box. We were rather doubtful of this box ourselves and are pleased to know that your analysis bears out our opinion that there was some little thing lacking in the set up of this box. We also saw the analysis of our one-pound chocolate box and will be looking forward to your September issue in which you will be re-designing the package for us.—M. J. P., Winnipeg, Canada.

REPLY: In this issue is the re-design and complete analysis of the one-pound box you wrote about. Designs are largely a matter of personal preference and perhaps the one shown in the article may not appeal to you at all. However, the illustration and explanation will give you an idea of how the designer attacks his problem and may give you a clue for working out your own re-design incorporating the suggestions made by the Clinic.

CONFECTIONERY BROKERS

DONALD A. IKELER
2029 E. Main Street
KALAMAZOO, MICHIGAN
Territory: Michigan

H. L. BLACKWELL COMPANY
P. O. Box 3040—Sta. "A"
EL PASO, TEXAS

Territory: Texas, New Mexico and Arizona

JAS. M. ROTHSCHILD CO.
1020 Fourth Avenue, S.
SEATTLE, WASHINGTON

Territory: Pacific Northwest Trading Area.

MALCOLM S. CLARK CO.
332 VIRGINIA AVE., SAN FRANCISCO, CAL.
923 E. 3RD ST., LOS ANGELES, CAL.
1238 N.W. GLISAN ST., PORTLAND, ORE.
Territory: Calif., Ore., Wash., Ariz., W. Nev., N. Idaho & Hawaiian Islands

Candy WRAPPERS • CARTON DESIGN

- LAYOUT
- LETTERING
- DESIGN

H. CARLISLE THOMAS
1143A THE MERCHANDISE MART
CHICAGO
PHONE SUPERIOR 5380

WHAT'S THE STORY IN YOUR PLANT?

Frequent Shut-downs or Steady Production?
Varying Quality or Uniformity Always?
Bad Working Conditions or Happy Workers?

So often the right answer to questions like these . . . right for sales and profits alike . . . depends to a great extent on perfect "indoor weather" in a plant. For temperature and humidity that are "right" day in and day out make all the difference in the world! One proved way you can assure yourself of ideal air conditions in your factory is by installing a Sturtevant Air Conditioning System. Other plants in your field have done so, including

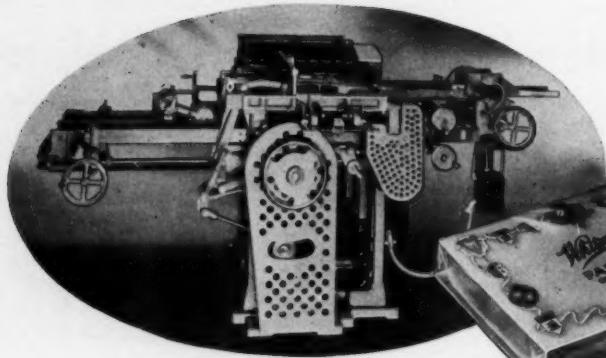
Pine Brothers • Miller and Hollis
American Mint Company

Our long experience with these companies . . . and with many other concerns in the confectionery industry is at your service.

The Cooling and Air Conditioning Div. B. F. Sturtevant Company
HYDE PARK, BOSTON, MASS.
Atlanta Camden Chicago Greensboro Los Angeles New York

Sturtevant
Air Conditioning

FOR BETTER PRODUCTS AT LESS COST



THE VERSATILE FA

RINGS THE BELL with Candy Manufacturers

Widely used in many industries, our adjustable FA Machine has made a special hit with candy manufacturers . . . So versatile, so easy to adjust — and a real money-saver, too!

For example, candy manufacturers looking for a machine to wrap extension-edge boxes, will find that the FA handles this difficult shape perfectly — folds the corners neatly and produces a glass-like smoothness all around.

With its extremely wide size range, a single FA is often used to wrap an entire line of packages. The change from one size to another takes *only 10 minutes*.

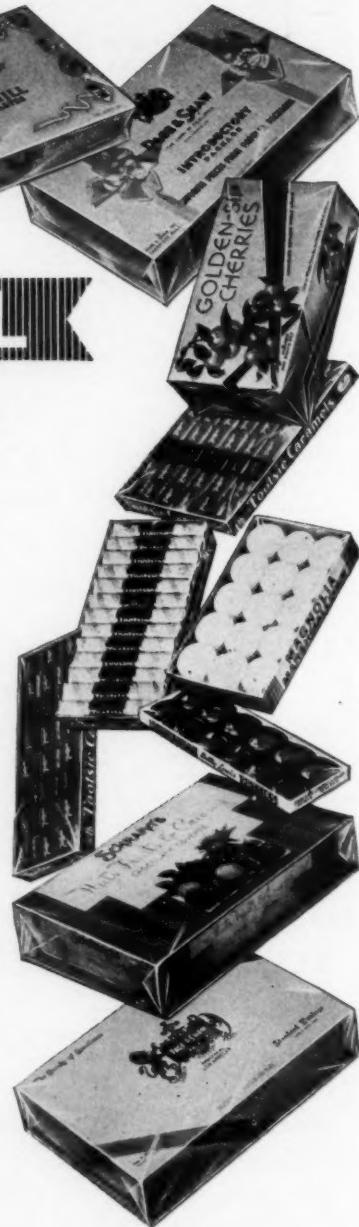
In addition to extension-edge boxes, the FA also handles open boats, turned-up-side trays and ordinary cartons. May be equipped to use any type of wrapping material—transparent cellulose, gossine, foil, waxed paper, or plain paper wrappers. Electric Eye may be provided for accurate registration of printed material fed from a roll . . . This makes a large saving over the cost of cut-to-size sheets.

The FA is but one of our 80 types of wrapping machines, including models for wrapping pops, hard candy, chocolate and candy bars, and many other confectionery products.

Get in touch with our nearest office.

Write for folder on the FA

PACKAGE MACHINERY COMPANY • Springfield, Massachusetts
NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO
Mexico, D. F.: Agencia Comercial Anahuac, Apartado 2303
Buenos Aires, Argentina: David H. Orton, Maipu 231
Peterborough, England: Baker Perkins, Ltd. Melbourne, Australia: Baker Perkins, Pty., Ltd.



PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

CANDY PACKAGING

DEVOTED TO BETTER PACKAGING AND MERCHANDISING METHODS

WITHOUT LOSS OF DIGNITY An Interesting Redesign Problem

By H. CARLISLE THOMAS

Member, Packaging Clinic, and

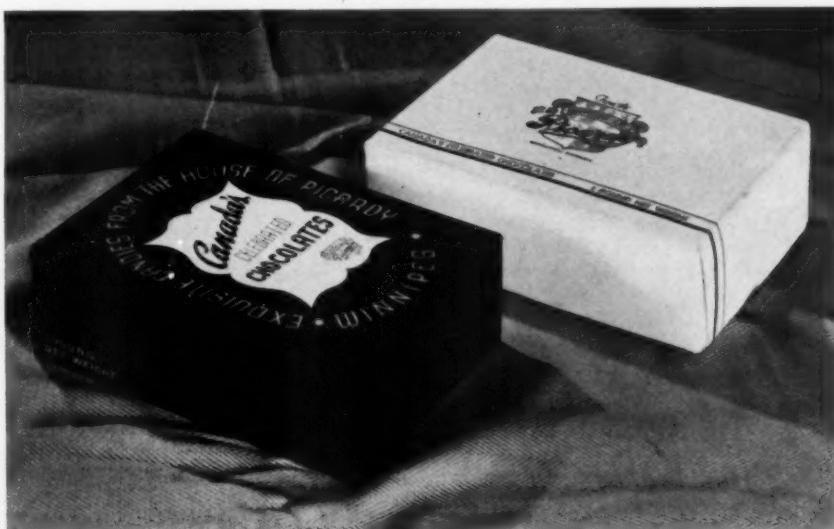
O. F. LIST

Staff, THE MANUFACTURING CONFECTIONER

In discussing one of the packages recently submitted to the Packaging Clinic for analysis, members of the Clinic were agreed that change could be incorporated in both the design and materials used in the box to reduce its unit cost and to help it exert a greater "pull" on the customer. In submitting the box, Picardy, Ltd., of Winnipeg, Canada, indicated re-design was contemplated and asked the Clinic for suggestions.

Principal criticism of the Clinic was that the paper stock used to cover this box top was too expensive. Indeed, it looked like so-called book stock or a wood pulp paper. The Clinic's opinion was that a less expensive flint

stock or a good litho offset paper would cost much less and would lend itself to greater flexibility in the matter of box top design. With these two suggestions in mind, we set about the task of finding a design idea that would be more aggressive than the coat-of-arms which was used as the only box top illustration, and which would lend itself readily to application with the two types of paper stock suggested. The task of creating something distinctive was not easy, and there will doubtless be those who disagree with the design suggested herewith for this box. Perhaps an explanation of what was done, and why, will help to justify our work.



At the Left is the Redesign of the Package Shown at the Right. The Object of the Redesign was to Create a Cover For Flint Stock or Litho Paper.

The box as now constituted, with its coat-of-arms design, is a good volume number in 1, 2, 3 and 5 lb. assortments. For that reason, we must approach the matter of redesign with a certain caution. In the final analysis, the new design must not only help to retain present sales volume, but must also increase that volume, other things remaining equal.

Use of a Crest

In packaging generally, a well-executed coat-of-arms design is highly regarded for packages which are to give a quiet, dignified yet compelling impression to the customer. Even in the U. S., where we put little stock in royalty, class distinction, etc., designs incorporating a coat of arms are widely used. A case in point might be the packages of Marshall Field & Company which generally incorporate the Field crest somewhere in the eye range of the customer. It is the company's way of promoting the idea of Field quality, stability, and dependability. However, even on some of these packages, the insignia is often minimized in order to bring a more important design idea home to the customer.

This is what we have attempted to do on the Picardy box, in our design. Use of the crest is all right in this case, but the crest should not dominate. It should be subdued in order to let the box tell its more important story about "Canada's Celebrated Chocolates". Remembering that we are going to deal with flint paper or litho stock, it will be apparent that we have greater latitude now in the use of color. This, in turn, must be modified by the fact that we want to modernize, yet retain a great part of the dignity created by the simple crest design on the original box. So we don't want to go overboard on the color. Finally, we must subdue our design illustration sufficiently so that even if we decide to use a solid color, the final effect will be neither dead nor blatant.

Color Should Identify

Perhaps this idea may be wrong, but in our opinion if you want to sell chocolates, your color scheme on the box ought to have a chocolate, or brown, color predominant. Why use purple? This may sound like a foolish question, but the fact is that on the original design, purple vied with black, and neither exerted enough influence to really dominate. There was, in fact, nothing on the original box (except the word "chocolates" in small type) to differentiate this package from a soap box, a razor set, or a fancy wash cloth container.

So, for the dominating color, the suggestion is brown on ivory or buff stock. Specifically, the brown is No. 5-30-8 I.P.I., which is a rich reddish brown. This brown coats the box top paper over all, top and sides. Next, then, comes the question of how to break up this solid color to make an interesting top panel. Modern design frequently makes use of the cartouche shape for panels against solid colors. The cartouche is basically a scroll shape, but many modifications of this basic shape have been created. A modified cartouche shape in reverse seems to suit the purpose here and to break up the solid color still more, this center panel is enclosed in an oblong circle of reverse modern lettering. Thus, we have an interesting, modern box top.

There remains but the matter of composing "copy" for the reverse lettering in the oval and the arrangement of existing features in the reverse panel. In the suggested "copy" for this circle, the idea of perhaps using this design for a so-called "family series" of boxes usable

for other candies was kept in mind. Hence, the sentence "Exquisite Candies From The House of Picardy—Winnipeg" permits the box to be used for, say, summer candies, caramels, mixed assortments, or anything else the manufacturer makes, with but a single change which will be discussed immediately.

Creating a "Family Series"

In the reverse cartouche panel, we have taken the manufacturer's original slogan "Canada's Celebrated Chocolates" and exploited this in such a way that it becomes the dominant design feature. Under this, subdued, is the coat-of-arms. Now, in connection with what has been said in the preceding paragraph about a "family series", the word "chocolates" is placed in a line by itself and it is our idea that this be a separate slug which is removable and for which other slugs may be substituted, as for instance, "bonbons", or "toffee", or anything else the manufacturer wants to feature. Note that the lettering of the slogan is of such design as to be easily matched with modern type faces for these interchangeable slugs. The word "Canada's" will be in brown lettering with gold outline. The remaining words are in plain brown, same shade as used throughout the box. It is understood, of course, that the brown is to be used for chocolate assortments or mixed assortments containing chocolates, only. Other colors should be used for summer assortments, or bonbons, or whatever other goods will be packed in these boxes of various sizes. Care should be taken in the selection of colors which will show well both in blocks and in lettering. On the particular box in question, the crest will be a combination of gold and brown, gold being used where on the present crest purple and silver are used, and brown for the part that is now in black. In the use of lighter colors or shades for boxes for other types of candy, it may possibly be that silver would match better with the color chosen, in places where gold is going to be used on the box under consideration.

Net weight of the contents and the name and address of the manufacturer are placed in reverse panels (small) on opposite sidewalls. In the U. S. this treatment could not be used, of course, because the Food-Drug Act demands that this and other information be carried on the main panel.

In its complete form, this design will, we believe, answer all the problems set up for it. The design has a definite modern touch, yet this effect is achieved without loss of dignity. It has simplicity; it leaves no doubt as to the contents; it identifies the source of the candy; it is aggressive, yet, as compared with candy boxes generally, it doesn't ballyhoo; its utility as a "family series" type of container has been demonstrated; and, it is designed especially for use with the paper stocks suggested by the Clinic. Because of its rather simple composition, the box maker will have little trouble in adapting it to the box top and getting the proper register.

Important notice:

This design has been produced exclusively for THE MANUFACTURING CONFECTIONER by H. Carlisle Thomas. Unauthorized reproduction or use in any form is strictly prohibited.



Riegel Papers

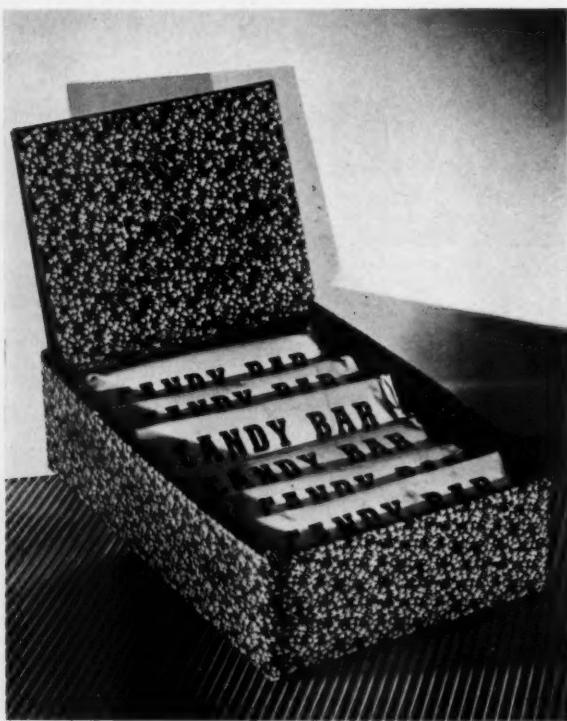
Whatever your requirements may be in the selection of a packaging paper, first follow in the steps of leading manufacturers in almost every field, and see what Riegel has to offer you. Our extensive group of over 130 different lines can furnish the means of overcoming most of the common packaging difficulties and many special ones besides—for our technical and production facilities are truly unequalled. Write us today for either general or specific data.

RIEGEL PAPER CORPORATION
342 MADISON AVENUE • NEW YORK, N. Y.

Packaging Institute
Meets October 10

Annual meeting of the Packaging Institute, Inc. will be held on Oct. 16, at the Westchester Country Club, Rye, New York, it has been announced. The committee in charge of program and arrangement for the meeting is K. T. Krantz, Colgate-Palmolive-Peet Co., M. Derrico, Union Bag and Paper Co., and G. P. Guller, Dexter Folder Company. The Machinery, Production, and Supplies divisions of the Institute will have individual group meetings and will elect directors to the board. New officers will also be elected.

New Material for Cartons



This New Material, Called "Colored" has Recently Been Placed on the Market, and Offers Interesting Possibilities For Packaging of Various Types of Candy. An Attractive Series of Patterns Are Available.

Grossman New
S.W.C.A. President

At the Southern Wholesale Confectioners Association Convention held at the Hotel Roanoke, Roanoke, Virginia July 24-27, the following officers were elected: Sidney Grossman, Linker Cigar Co., Louisville, Ky., president; C. C. Lindsey, Victory Specialty Co., Roanoke, Va., first vice-pres.; Claude B. Poole, Gaffney, S. C., second vice-pres.; and C. M. McMillan, Atlanta, Ga., sec.-treas. The following are the members of the board of directors: Alabama: Sam Sawyer, Elba; Arkansas: W. S. Compton, Little Rock; Florida: M. B. Monsalvage, Monsalvage and Drane, Miami; Georgia: J. R. Whitaker, Whitaker and Garrett, Gainesville; Ky.: E. Ray Jones, Jones Candy Co., Owensboro; La: Evans George, Ouachita Candy Co., Monroe; Mississippi: Crulee Boone, Grenada; North Carolina: J. R. Shannon, Acme Candy Co., Wilson, South Carolina: W. K. Garrison, Piedmont Candy and Cigar Co., Anderson; Tennessee: C. C. Silberman, Nashville; Virginia: C. R. Starkey, Starkey-Mathews Co., Suffolk. The convention voted to hold the 1941 convention the early part of July in Atlanta, Ga.

"How To Seal Corrugated Shipping Boxes," published by Hinde & Dauch Paper Company, has been revised and republished in a second edition. The handbook printed in handy pocket size discusses at some length sealing with adhesives, with gummed tape, with metal staples or stitches and with metal straps and wires. Copies will be sent upon request.

The 11th Annual Packaging, Packing and Shipping Exposition will be held in Chicago, April 1-4, 1941, and the American Management Association is planning a program for the next Packaging Conference based on topics suggested by manufacturers and buyers of packages and packaging materials. The Association will deeply appreciate the readers of THE MANUFACTURING CONFECTIONER sending in their suggestions.

Coming Conventions

October 7-8. Twelfth Boston Conference on Distribution, Hotel Statler, Boston.
October 19. Sweetest Day.
October 21-26. Dairy Industries Exposition, Atlantic City, New Jersey.

LABELS Better
For
• PACKAGING
• ADVERTISING
• SHIPPING
• MAILING
• INSTRUCTION

FREE CATALOG! A DOZEN IDEAS
ON EACH OF 48 COLORFUL PAGES.
CLIP THIS AD
PASTE IT ON A PENNY
POSTCARD AND MAIL
TO US FOR YOUR COPY.

Ever Ready LABEL Corporation
LET A LABEL DO IT!
142 East 26th Street
New York, N. Y.

Official Bulletin
of the
International Office
for
Cocoa and Chocolate

69 rue Ducale
Brussels, Belgium

Annual Subscription
30 belgas

**CANDY TIED WITH
DIBBONS — More Sales**

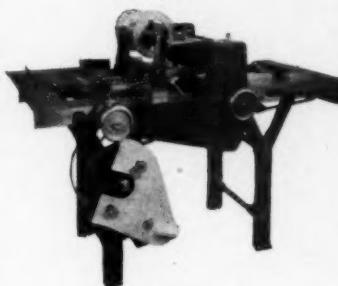
We have largest stock in the
Middle West
Satin—Messaline—Tinsel—
French Chiffon—Novelty and
Printed Ribbons—Rib-O-Nit
—Ready-Made Bows and
Rosettes.

Immediate delivery—High in
quality—Low in price

R. C. TAFT CO.

429 W. RANDOLPH ST. CHICAGO

FLEXIBLE
SAVE
WITH SCANDIA
MACHINES



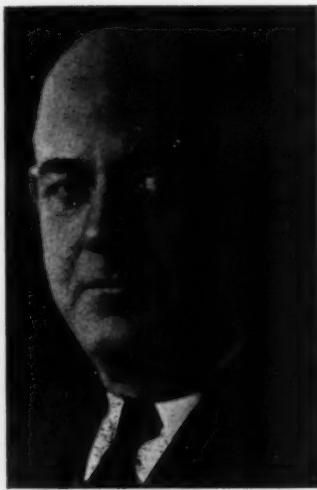
**SCANDIA UNIVERSAL
CELLOPHANE
WRAPPING MACHINES
SEMI AUTOMATIC**

FEATURES
CONSTANT SPEED PAPER FEED
CUT-OFF KNIFE—BALL BEARING MOUNTED
ROTARY MOTION—NO CAMS
ADJUSTABLE FOR VARIOUS SIZES
PACKAGE ALWAYS FULLY VISIBLE

ALSO FULLY AUTOMATIC MACHINES
WRITE FOR CIRCULAR

VERNON H. CRAGGS & CO.
UNION TRUST BLDG.
FAYETTE & CHARLES STS., BALTIMORE, MD.
Write for Circular and Full Information
Cable Address "Craggs"

**Sweetest Day Committee
In Larger Quarters**



William M. Hinson

Herrick, William Ganson Rose, Inc., 522 Terminal Tower, Cleveland.

**Candy Production Club
Golf Tourney Well-Attended**

Over 200 persons attended the dinner and 10th Annual Golf tournament staged by the Chicago Candy Production Club at the Kildeer Country Club, August 15. Very fine weather prevailed after early morning showers and both courses of the club were in fine shape which made for low scoring in the tournament. It is said that two players came up with scores of even 70. According to George P. Goebel, secretary, this year's event far exceeded any previous tournament in both attendance and in number and value of prizes. A total of 114 of the 190 tournament players received prizes donated for the most part by the candy and allied trades and by the club. Credit for the success of the tournament goes to R. N. Rolleston of the General Candy Company, H. J. Thurber, Thurber Brokerage Company and J. E. Clarke, Lamont, Corliss & Company.

PATENTS AND TRADE MARKS

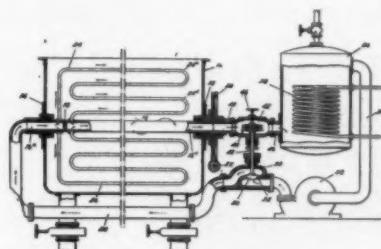
The following memorandum relating to Patents and trade marks is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C. The trade-marks were recently published by the U. S. Patent Office and, if no opposition thereto is filed within 30 days after the publication date, the marks will be registered.

PATENTS

**Process and Apparatus for the Treatment
of Sugar-Bearing Materials**

2,178,805

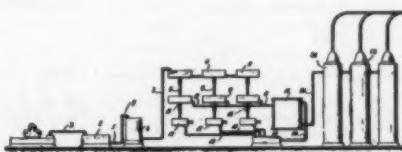
Charles A. Olcott, West Milford, N. J. Application August 20, 1937, Serial No. 160,178. 11 Claims. (Cl. 127—22)



4. Apparatus for heat treatment of sugar bearing materials comprising a receptacle for the material, a stirring device moving within said receptacle and having a temperature controlling fluid flowing through it, said stirring device having the portions thereof which are more nearly connected to the fluid entrance in position for rapid movement and having the portions thereof which are more nearly connected to the exit in position for less rapid movement, said stirrer being constructed and arranged so that the temperature differences between the various parts thereof are substantially in proportion to their different rates of linear motion, and means to regulate the flow of fluid through the stirrer to maintain said proportion, said regulating means being responsive to the temperature variations of the fluid at the exit.

Process for Producing Refined Sugar
2,194,195

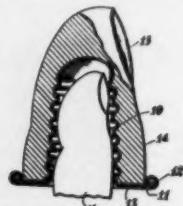
Leopold Charles Ambrose Feurtado, Kingston, Island of Jamaica, British West Indies. Application August 22, 1936, Serial No. 97,398. 2 Claims. (Cl. 127—48)



1. The process for purifying raw saccharine juices, which consists in heating the raw juice in the presence of Baceeda glucoside in finely divided form, silicious diatoms and a reagent capable of cooperating with the Baceeda glucoside and silicious diatoms in coagulating the impurities in said juice into a scum which tends to settle when boiled into the juice, said reagent comprising at least one of a plurality of defecants capable of forming with said Baceeda glucoside and silicious diatoms a scum which settles when boiled into the mixture, heating the mixture sufficiently to cause coagulation to occur to form, further treating said mixture by adding a mixture of lime and water in sufficient quantity to neutralize the acids present, boiling in the scum in the liquid in order to effectively neutralize the acid present and to concentrate said scum, discontinuing the heating so as to allow the scum to settle to the bottom of the juice, and then decanting the juice above the level of the settled scum in order to obtain a purified juice capable of being worked up at will in conventional manner.

Thumb Lollipop
2,190,231

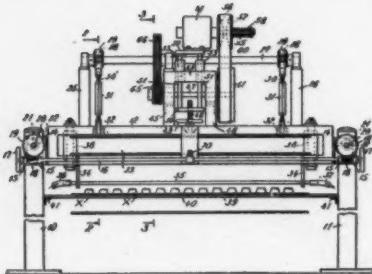
Frederick L. Craddock, Wilmington, Del. Application August 7, 1939, Serial No. 288,885. 11 Claims. (Cl. 99—138)



1. A candy lollipop provided with a thumb-receiving recess, a deformed lining for said recess, and a drip flange at the lower end of said lining.

Machine for Pating Candy
2,101,268

Louis H. Zeun, Naugatuck, Conn., assignor to Peter Paul, Inc., Naugatuck, Conn., a corporation of Delaware. Application April 11, 1939, Serial No. 267,242. 7 Claims. (Cl. 107—7)



1. A machine for patting candy comprising means for continuously feeding pieces of candy, a reciprocatable rod disposed above and transversely across the path of movement of the candy for engaging and patting the candy in transit, and means for moving said candy engaging rod into and out of engagement with the candy.

TRADE MARK

We have also arranged with Mr. Atkins to furnish our subscribers with preliminary information respecting their patents and trade mark matters, without charge to them. Inquiries will be submitted to Mr. Atkins and a prompt report will be sent you.

POPEYE PIE. Ser. No. 426,540. Purity Mills, Inc., Chicago, Ill. For confection formed of cereals or grains coated with a confection material.

DOUBLE-DECKER. Ser. No. 431,397. Louis Silverberg, doing business as Double-Decker Candy Co., New York, N. Y. For package containing candy and gum.

7-E's. Ser. No. 431,742. Wilfred Philius Sevigny, Quincy, Mass. For candy, etc.

CHIN CHOW. Ser. No. 432,778. Frank C. Reilly, New York, N. Y. For chewing gum.

BUTTER RUM LIFE SAVERS. Ser. No. 433,126. Life Savers Corporation, Port Chester, N. Y. For candy.

Shipped to all parts of the United States from our Specialty Department where they are produced on high speed machines of our own designing. What better evidence can we offer as to QUALITY, SERVICE and PRICE?

Boats (plain and printed) and dividers (chocolate and white) are but two of the many products in the Sweetone line. Also dipping papers, box liners, globular parchment, die cut specialties, glassine, waxed papers and Flossine, "the candy mat supremel"

LET US QUOTE ON
YOUR REQUIREMENTS
(if we are not already supplying same)

GEORGE H. SWEETNAM, INC. CAMBRIDGE, MASS.

Findings

If you want to improve your golf game, you might try eating sugar or candy at the seventh or ninth hole. This is the suggestion of Dr. Paul Michael of Oakland, Cal., in an article in a recent issue of the American Medical Association Journal. Lowest blood-sugar readings were found to be between the ninth and 15th holes, according to the doctor's tests . . . Food processing industries have displaced candy manufacturers in the number of air conditioning installations, the Edison Electric Institute reported in its 1940 survey. Candy manufacturers still lead in the total horsepower used, however . . . Over 300,000 nine-ounce packages of Hershey's soap granules were recently given away as samples by the R. H. Donnelly Corporation in the Philadelphia area as an introductory promotion for a re-designed package of this same soap which will make its appearance later.

O. B. Elmer, Elmer Candy Co., New Orleans, sends us this photograph taken on the occasion of the New



Orleans Candy Club's third birthday. Without by-laws or charter, the club takes in all branches of the candy business in the city and has as its one aim the sale of more candy. The club is the sponsor of Candy Week in the city, when individual candy boxes containing about 15 pieces are given to all orphans. . . . Business leaders from all sections of the country will attend the 12th Boston Conference on Distribution which will be held October 7-8. . . . One of the prominent persons attending the Democratic convention in Chicago last month was Roger Putnam, president of the Package Machinery Company. He appeared in several group photographs of typical convention scenes. . . . Platt-Forbes, Inc., New York advertising agency, and Peter Paul, Inc., Naugatuck, Conn., chewing gum dealers, have agreed with the F.T.C. to stop advertising the use of their charcoal gum will help make teeth white or otherwise alter their inherent color. . . .

Mr. and Mrs. Otto Schnering recently announced the engagement of their daughter, Barbara, to Bill McFarland, Evanston, Ill., who is completing his law education at Northwestern university following his graduation

IDEAL

WRAPPING MACHINES

FAST-EFFICIENT RELIABLE

CANDY manufacturers both large and small prefer IDEAL WRAPPING MACHINES because they provide the economies of fast handling along with dependable, uninterrupted operation. In use the world over, IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unqualified guarantee is your protection. Two models available: SENIOR MODEL wraps 150 pieces per minute; the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.



WRITE FOR COMPLETE SPECIFICATIONS
AND PRICES

IDEAL WRAPPING MACHINE CO.

EST. 1906
MIDDLETOWN, N. Y.

U. S. A.

CANDY IS DELICIOUS FOOD
ENJOY SOME EVERY DAY!

from Dartmouth college in 1938. . . . William E. Aldrich, of the H. A. Johnson Co., Boston, has been appointed chairman of the house committee of the Advertising Club of Boston. . . . The candy selling trade in and around Chicago mourns the sudden death of Francis A. Heroux, president of the Chicago Candy Club and former president of the Western Confectionery Salesmen's Association. . . . Federal Trade Commission has issued a complaint charging seven companies with organizing a conspiracy to monopolize trade in Lecithin. Named as respondents were the American Decithin Co.; Ross & Rowe, Inc.; Glidden Co.; Archer-Daniels-Midland Co.; American Lecithin Corp. of Atlanta; Hansa-Muhle of Hamburg, Germany; and Aarhus Oliefabrik of Aarhus, Denmark. . . . Three hundred interpretations in connection with the Food-Drug Act may be obtained in bound, mimeographed form for \$10 per set, if the N.C.A. can receive enough orders to defray the expense of preparing these in handy form. . . . In an opinion rendered July 25, the Food-Drug Administration ruled that salt, baking soda, sodium acetate, sodium phosphate, potassium phosphate and calcium carbonate may be used in candy if the total salt does not exceed 1.5% and any of the others do not exceed 0.5%.

Herz Candy Company, St. Louis, Mo., is offering its customers a "Love Insurance Policy". On the policy are listed the birthday, anniversary, and other dates when the beneficiary is to receive a box of candy. . . . One of the newest wrinkles in medicine is "pectin therapy". Definite healing properties are said to have been discovered in the ingredient which makes jellies jellies. . . .



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

MACHINERY FOR SALE

MACHINERY FOR SALE: 1 large Gable Plastic Machine and Cooler complete with three sets of chains, Reed Drive, Sizer, Automatic Batch Roller, 1 Werner Cylinder Beater, 1 Chocolate Dipping Basket Machine, 1 Lichtenberg Plastic Machine and Cooler complete with one set of dyes, 1 Racine Cutter and Conveyor and 1 Peanut Blancher without Conveyor. Address 19407 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago.

FOR SALE: National Equipment fully automatic wood mogul. Must sell quickly, perfect condition. Address 19409 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

FOR SALE: Werner fully automatic Ball machine with 6 sets of rollers. Practically new. Address 194011 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

FOR SALE: 24 inch National Chain Decorator, 600 and 1000 lb. Werner Syrup Coolers, $\frac{3}{4} \times 1\frac{1}{2}$ Special and $\frac{7}{8} \times \frac{7}{8}$ Junior Ideal Caramel Wrappers, Form 6 Style R and Form 3 Style D Hildreth Pulling machine, 3 and 6 bbl. Werner Crystal Cooker and Cooler, White and Racine Caramel Sizers, Savage and Racine Caramel Cutters, 3x6 ft. and 3x8 ft. water cooled steel slabs, Friend Dreadnaught Hand Roll Machine, Cut Rol Cream Center Maker. All priced for quick sale. Address H 84012 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

FOR SALE: One 2 bag gas fired Kingery peanut roaster; One Lambert Split Nut Blancher; One Thomas Mill Peanut Butter Machine. Can be pulley or motor driven, no motors furnished. A complete set up for one desirous of a small peanut butter making outfit. Price, sell complete, \$450.00. Guaranteed in working condition. Address F6407, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

MACHINERY FOR SALE

FOR SALE: Long Salt Water Taffy Machine equipped with automatic Batch Spinner and Hildreth Form 1 Pulling Machine. In excellent condition, practically new. Address E54013 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FRIGIDAIRE CANDY SHOW
Cases, Candy Factory Chairs, Time Clock, Display Jars, Display Racks, etc. L. C. Blunt, 1647 Blake Street, Denver, Colorado.

FOR SALE: Racine Depositor and starch buck, National hand printer, starch and trays, chocolate melters, 24-inch enrober with cooling tunnel, Hobart beater, gas furnaces, 3-foot Dayton, 5-foot Ball cream beater. Priced to sell. Soo Candy Company, Box 326, Sioux City, Iowa.

FOR SALE—All weather cabinet for humidity and temperature testing of confections, gums, etc. Inside dimensions 18x22x32 inches. Automatic control of humidity and temperature at any desired point. Temperature range up to 140 degrees F. Guaranteed. For quick sale \$95.00. Beechem Laboratories, 608 S. Dearborn St., Chicago. Telephone: Wabash 3558.

ON ACCOUNT PUTTING out different line of candy we have for sale 1 Liberty Chocolate coating machine. Has not been used very much. Used for producing hand dipped goods. \$350.00. 1 6-ft. York Batch Roller with 1 Phase, 110 V AC motor only used about half dozen times. Good as new, \$100.00. Marble Slabs \$10.00 and \$15.00. 1 Steel Water Cooled Slab \$40.00. 1 Gas Blower Furnace with Motor \$35.00. Chip machine equipped to use with motor \$25.00. Address F6408, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

MACHINERY FOR SALE

BARGAINS in Machinery—Racine Sucker Machine, Power Cutter with 3 Way Conveyor—M.M. Beater — Copper Kettles — Hansella Heavy Duty Plastic Machine — Large Drop Frame with 4 x 7 Drop Rolls—also many small brass hand rollers of Drops etc., also list your surplus equipment with us. Machinery Brokerage Co. 1600 Third St. No. Minneapolis Minn.

MACHINERY FOR SALE: Racine Hard Candy Cutter complete with Conveyer, etc. Brownie Chocolate Products, 201 Weston Rd., Toronto, Canada.

FOR SALE: Two revolving pans, \$100.00 each. One De Vilbiss Chocolate Pressure Tank and Gun—new, used only six months, \$100.00. Ucanco Candy Company, Davenport, Iowa.

FOR SALE: Fully equipped candy plant to manufacture complete line of Caramels, Nougats, Chocolate Coated Bars and Package Goods, with well established Trade Mark. Located in East, desirable lease or plant can be moved. Owner has good reason for selling. Address D4403 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

FOR SALE: Ideal Caramel Wrapper, size $\frac{3}{4} \times \frac{3}{4} \times \frac{3}{8}$, in good condition. Reasonable price. Address D4404 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

FOR SALE: Building and Stock. General candy and soda established 40 years as manufacturing. Wholesale and retail on Route No. 1. For complete details write direct to Bus Terminal for Maine Central RR to Chase's Candy Shop, Wiscassett, Maine.

MACHINERY FOR SALE: Six Stone Candy Slabs and Tables. Address C3407, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

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